THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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DO YOUR SHARE

For weeks now the National Canners Association has been on the air —for weeks the Nation has been hearing about the high quality of canned foods. Millions of women are hearing our message. Millions have learned how nourishing and delicious canned foods really are.

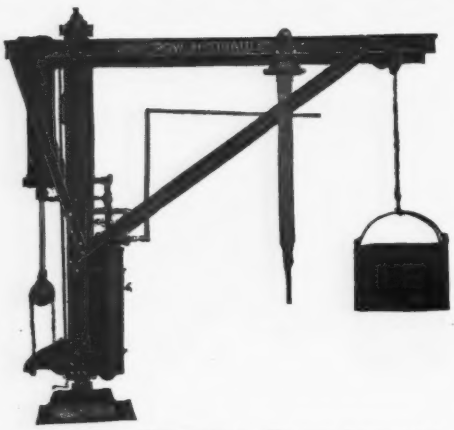
We've all been telling the world about quality in the can—now it's up to us to pack the kind of quality we're talking about. Quality in our canned foods. Quality in the cans themselves. Let that be our mutual goal in 1930. With it we may well look forward to the greatest canned foods year in history.

Tune in on the "Canny Cook Hour", Tuesday and Thursday, on the National Broadcasting Company's National Hook-up: 10:45—11:00 A. M. Eastern Standard Time, 11:45—12:00 A. M. Daylight Saving Time. 9:45—10:00 A. M. Central Standard Time, 10:45—11:00 Central Daylight Saving Time. Over WTAM—Cleveland, on Thursdays only: 11:45—12:00 Pacific Coast Time, 12:45—1:00 Mountain Time.

AMERICAN CAN COMPANY

CANCO

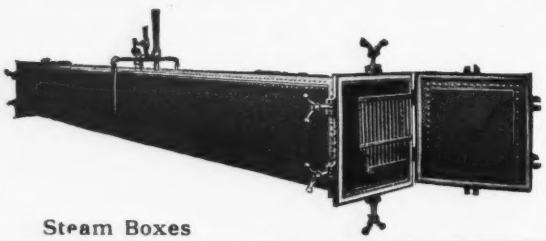
ZASTROW'S PROCESS ROOM EQUIPMENT



Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.

Improved Process Kettle or Retort 40" x 72" and other sizes.

Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes

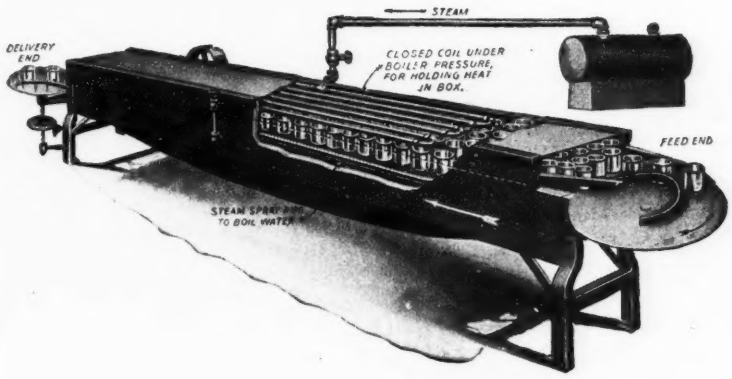


Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.

Foot of Thames St.
BALTIMORE, MD.

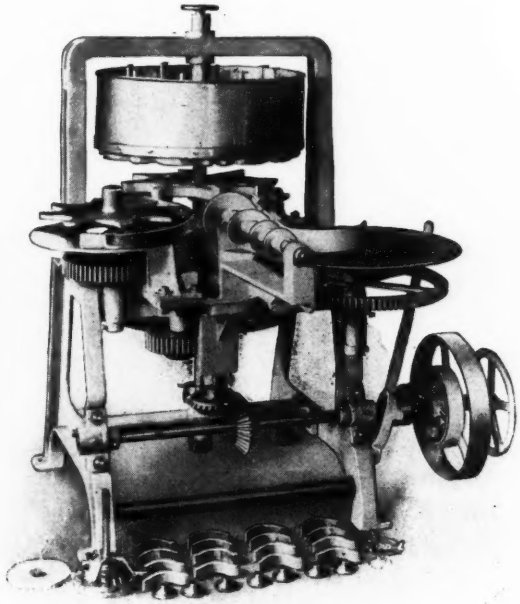


AYARS Universal Hot Water Exhausters

No steam spray to bleach the fruit.
Closed coil with boiler pressure giving 212° heat over cans.
Straight line—small floor space.
Hot water exhaust is necessary.

Takes all size cans without any adjustment.
Made in sizes to suit your requirements.
Moderate cost.

Give us length of time you want to exhaust and capacity required and we will be glad to quote on machine suitable for your requirements.



AYARS NEW HEAVY DUTY ROTARY SYRUPER

For Filling—Tomato Pulp and Puree—Clear soups etc.
For Syruping—Fruits etc.
Has no air vent stems to damage fruit.
Designed for high speed.
Belt drive or direct connected.
Fills absolutely accurate.
No Can No Fill.
Rapid Valve.

Prices on Request.

AYARS MACHINE COMPANY
Salem, New Jersey

The AMSCO Closing Machines

AMSCO-ACE
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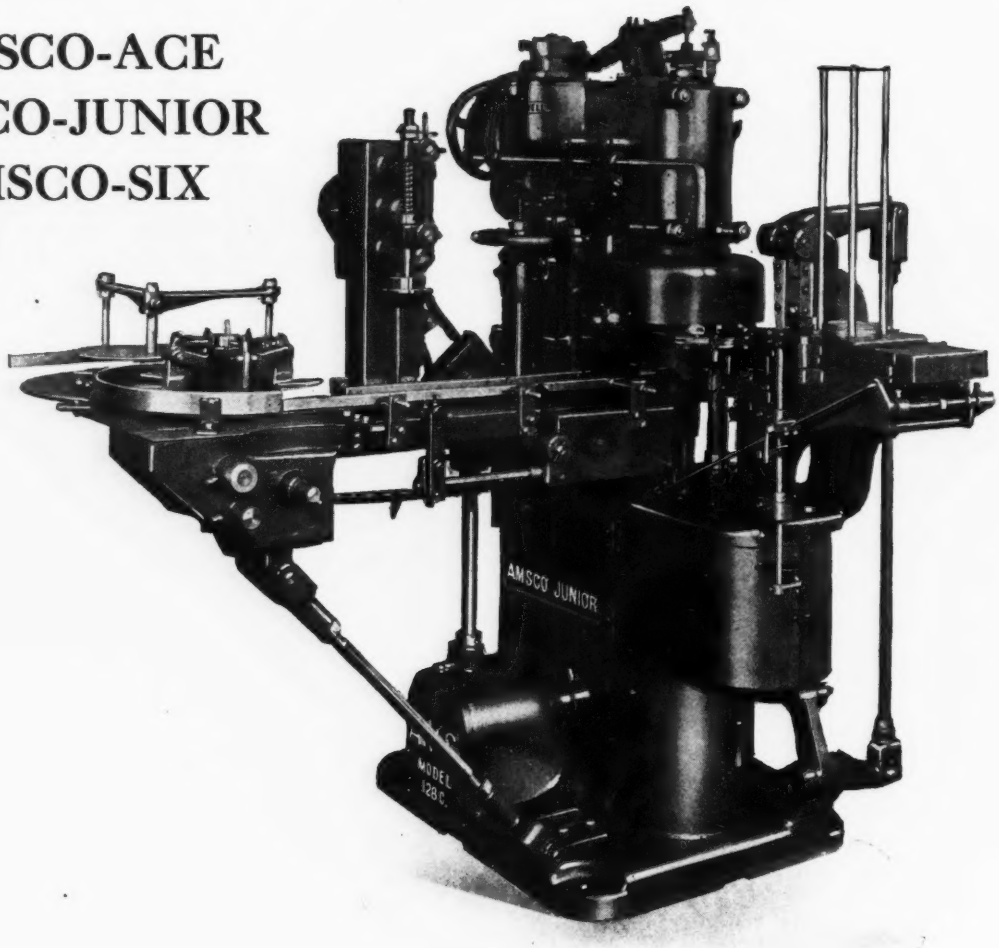
AMSCO-SIX



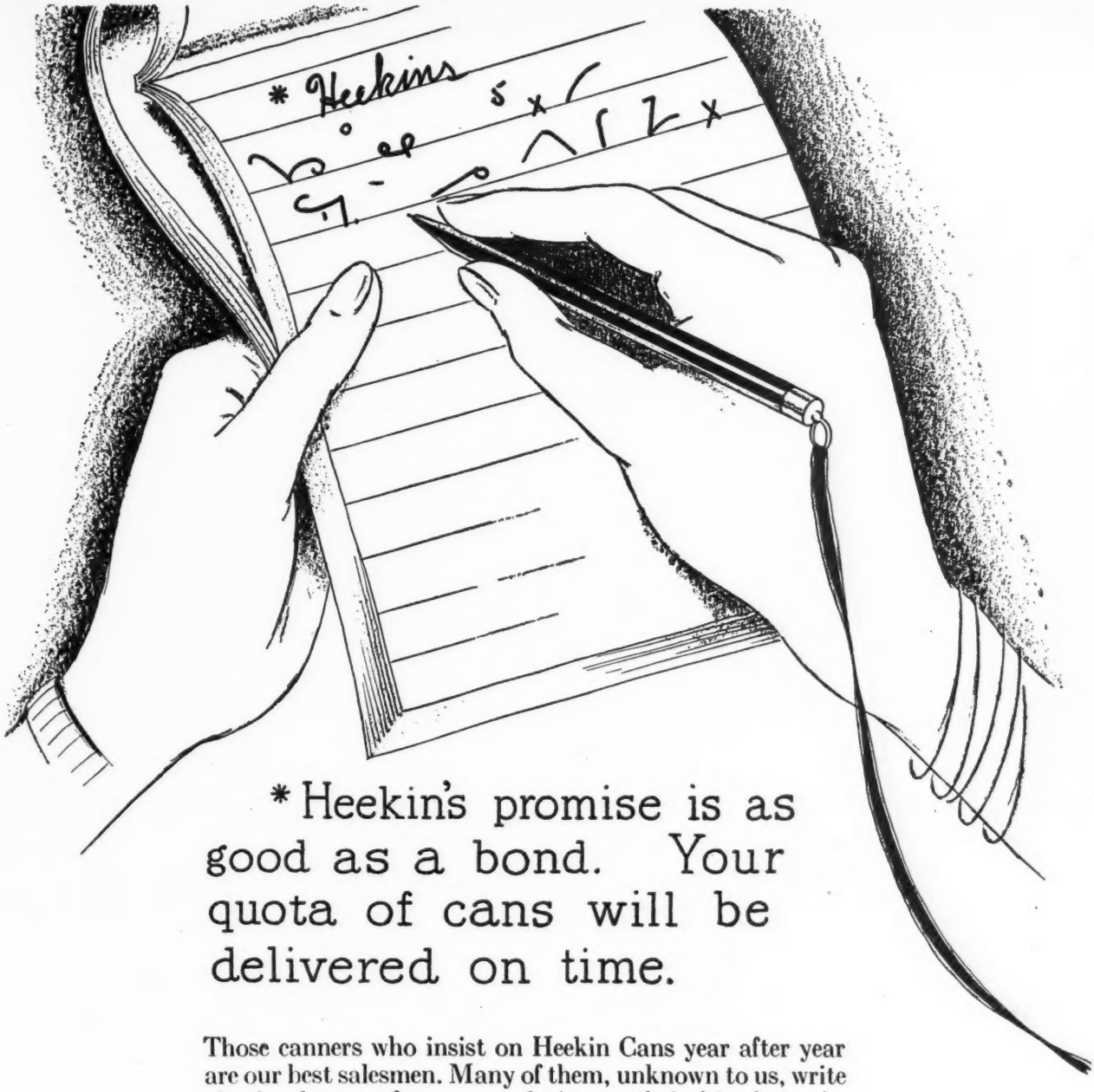
Amsco Closing Machines meet every requirement—Speed—Dependability—Economy—Non-Spill—Low Up-keep Cost. These famous machines are built in various types to suit all conditions and all output requirements.

Ask your can maker—or write us today for full information.

THE MAX AMS MACHINE COMPANY

Originators of the Sanitary Can—Pioneer Builders of Sanitary Can Machinery

101 Park Avenue **NEW YORK, N. Y.**



*Heekin's promise is as good as a bond. Your quota of cans will be delivered on time.

Those canners who insist on Heekin Cans year after year are our best salesmen. Many of them, unknown to us, write glowing letters of recommendation to their friends in the canning industry. They know that Heekin's promise is as good as a bond . . . that every shipment is delivered on time . . . that Heekin quality is a standard in the industry and there is a personal interest between Heekin and the canner. That is the reason our customers stay with us and go out of their way to recommend Heekin Cans to their friends. The Heekin Can Co., Cincinnati, Ohio.

HEEKIN CANS

QUALITY LABELS

ARE MADE BY

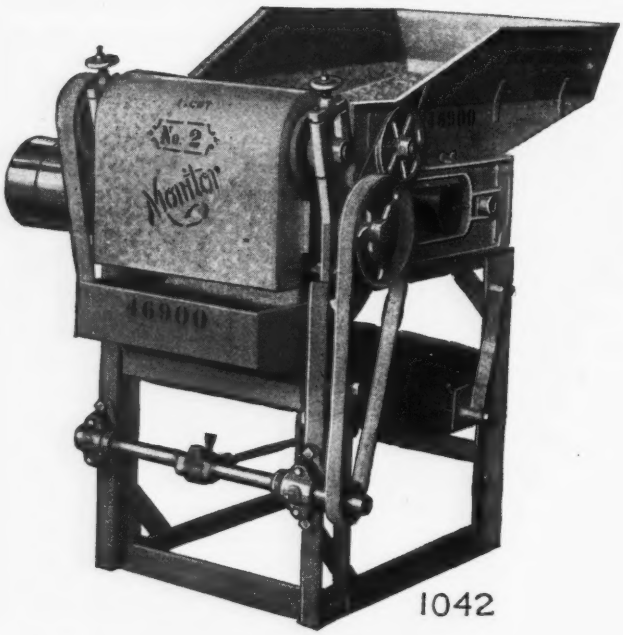
THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.



1042

At The Last Moment

you can still get one of the 1930 model MONITOR String Bean Cutters on short notice.

If you find it will pay you to get a String Cutter for this pack, just wire us, telling length of cut wanted and the machine will go forward promptly.

Furthermore, the price will be the same as tho we first quoted it.

Canadian Plant
HUNTLEY MFG. CO., Ltd.
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HUNTLEY MFG. CO.
P. O. Drawer 25 BROCTON, N. Y.
(Formerly at SILVER CREEK, N. Y.)

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Brown Boggs Ltd., Hamilton, Ont.
Cannon Supply Company
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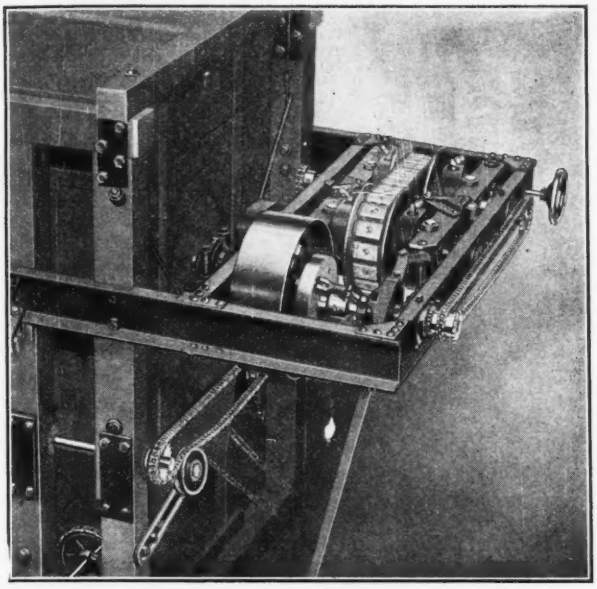

1928 MODEL VINER

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS*.

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Incorporated

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MANUFACTURERS OF

Green Pea Viners
Green Pea Feeders
Green Bean Graders
Green Bean Cleaners
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Can Markers
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SPECIAL MACHINERY BUILT TO ORDER

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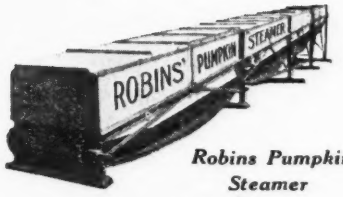
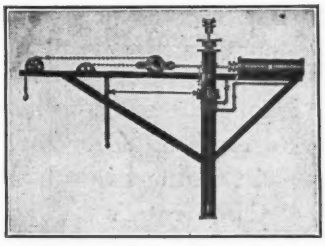
Robins Dependable Canning Machinery Since 1855

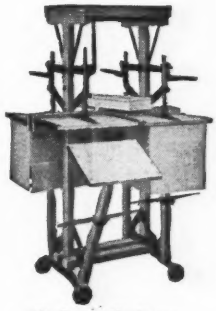
Closed Retorts



Robins Pumpkin Steamer
Write for Special Circular



Robins Circle Steam Hoist



McStay Robins Lightning Box Sealer

Enamel Buckets
Plain or Numbered

A. K. ROBINS & COMPANY, INC.

ROBERT A. SINDALL, President *HARRY R. STANSBURY, Vice-President*

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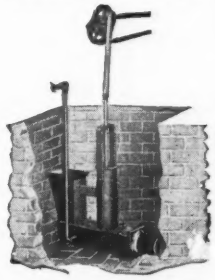
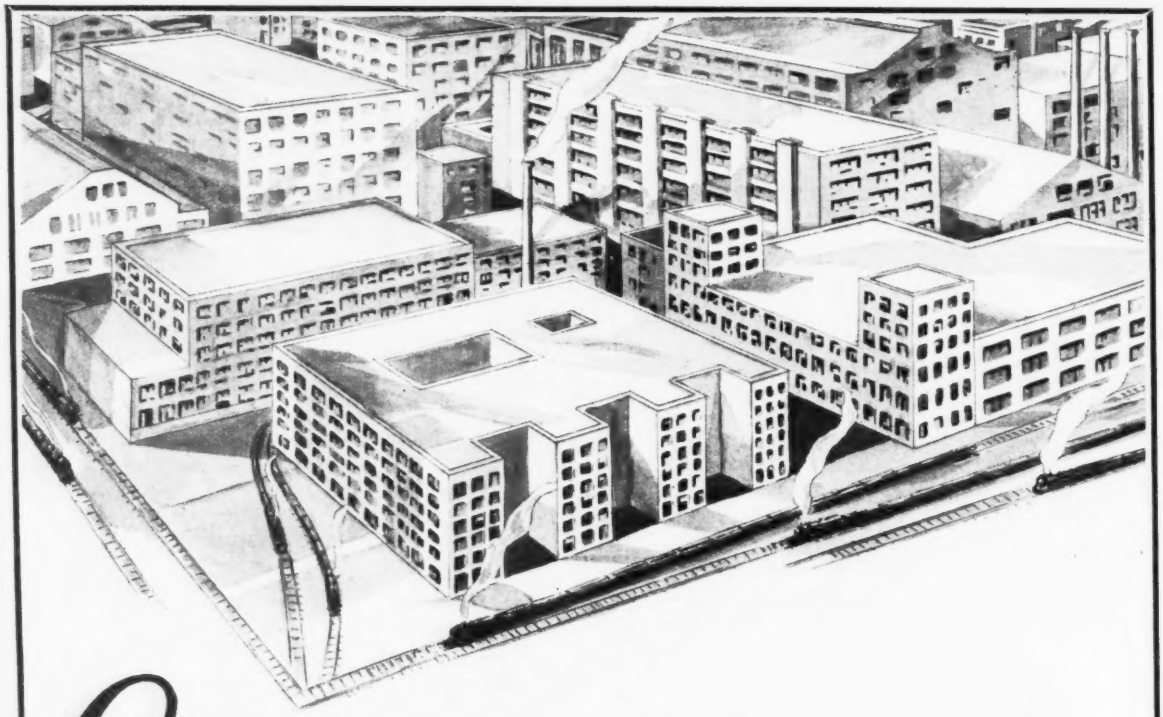
Manufacturers of
CANNING MACHINERY AND SUPPLIES

Write for Our Three-Hundred and Thirty-five Page Catalog

WE FURNISH COMPLETE PLANTS FOR VEGETABLES, FRUITS, SEA FOODS, ETC.



Robins Skin Pump

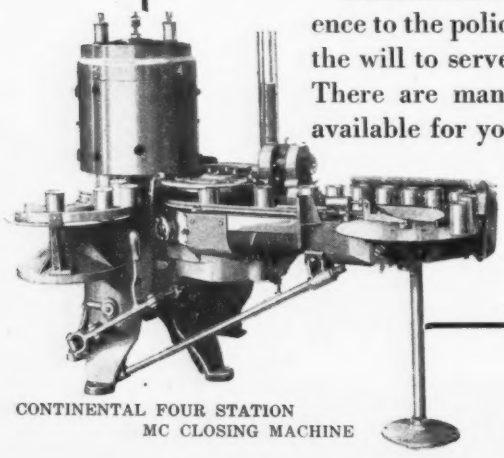


Continental is ready at peak load time

Service counts most when you're the busiest. At peak load time, the entire Continental organization is geared to *serve you well.* Many factories and large warehouses at strategic points not only insure the *usual* prompt shipments, but enable Continental to meet any *unusual* demand for cans.

Continental high-speed closing machines "carry the load," and trained service men in each District constantly circulate among customers to insure maximum daily seamer production. Research and Development Laboratories are always ready to assist Canners in solving unusual problems.

Continental's rapid growth has been built on a rigid adherence to the policy of uniformly high-quality cans, coupled with the will to serve by Continental's "Partners in the Business." There are many advantages—especially at peak load time—available for you as a Continental customer.



CONTINENTAL FOUR STATION MC CLOSING MACHINE

CONTINENTAL CAN COMPANY, INC.

Executive Offices: NEW YORK: 100 East 42nd Street
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"It's Better Packed in Tin"

1905 — CONTINENTAL'S SILVER ANNIVERSARY — 1930

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 52 BALTIMORE, JULY 7, 1930 No. 47

DOCTOR WILEY IS DEAD—Dr. Harvey W. Wiley, Father of the Pure Food Law, died at his home in Washington on Monday, June 30th, at the age of 86. He was a greater friend to the canning industry than anyone ever realized, especially when the present Pure Food Law was being debated in Congress, and was finally approved and signed as law by the President. At that time he was probably the most bitterly denounced individual this country ever produced, because the people and his detractors did not understand what the Doctor was aiming at and wanted. He was spoken of as a fanatic and crank, and a mere meddler in the country's foods, when as a fact all he ever contended for was truth. He repeatedly told his critics that if the ingredients used to mix with foods were pure, he did not care what proportions were used, provided the fact were plainly stated upon the label, so that the buyer of the product would know what he was getting. That was the underlying principle of the man and his Pure Food Law, and he held to it through thick and thin, through opposition of the public and through high political objection in face of orders from the highest powers that be. In that sense he was a fanatic, but all food producers now know that it was fanaticism well applied, and they would not undo what he did then for any price. He contended for purity in foods and drugs, and for fair dealing between producers, and it meant nothing whatever to him whether the offender was of high or low degree, whether he was the most abject of creatures or the highest political power in state or nation; he saw only one thing: purity of food for public protection, and no compromise. Could the inside history of those early days of the Pure Food Law, back in 1906 and 1907, be written, it would show orders from political ringmasters to "put into permanent abeyance" charges against some of the leading henchmen, but the Doctor invariably registered his minority opinion, definitely and plainly and over his own signature.

Dr. Harvey W. Wiley in his prime

His goal was purity of all ingredients entering into food products, production of those products under sanitary and cleanly conditions, and then the plain and proper wording of the label to show contents, and similarly for drugs. But he was a pioneer in this unknown field, and he suffered from the misunderstandings of the public as a rule, but also from interested parties whose game he thwarted. The world will never know the extent of the deception and fraud which existed when the Pure Food Law was first enacted. It had heard something of it through the disclosures of Sinclair and the meat industry, and it is said that it was those disclosures which brought about the passage of the Pure Food Law; but what was shown in relation to meats was only one item of the hundreds that could have been shown, and many of them unquestionably worse than the meats ever were. Men had simply drifted upon their own initiative into the production of foods, going as they pleased, with no restraining laws or directions; for there was little or nothing of what we now know as hygienic methods, and little, if anything, known about food poisons. Those were the conditions into which Dr. Wiley tried to introduce law and order, and the result naturally was a wild outcry against such interference. History, however, has come to bless him for his efforts and that he had the courage to go on, to withstand the abuse and the threats of bodily injury and to see the thing

through. He is possibly the only Government official on record who ever refused an advance in his salary, and he was drawing a mighty meager salary when he made the refusal. He was voted by Congress an increase from $3,500 or $5,000 to $10,000 or $15,000, we forget which, but he refused to accept it, and upon Congress' insistance he gave the "raise" to charity, saying he had enough to supply his little wants and would take no more. His was a purpose, and not a money-making venture, and that is why he refused to become discouraged or to give up. You can't beat that sort of a fanatic.

He was accused of being pig-headed and not open to reason, and at least that was not always so. His opposition to the use of benzoate of soda in food products might be cited as one such instance. He was voted down on this, and it was allowed in moderation and upon proper statement upon the label. His contention was that its use, even when mentioned, threw the bars down to the unscrupulous, and that its use had a tendency to produce carelessness in production. On the other hand, extremists reached him and caused him to seek a dating bill for all canned foods. But when an assortment of canned foods, some of them 20 to 30 years old, were opened up in his presence, and he found the food palatable and wholesome, and more particularly when he realized that the very object of sterilization in an hermetically sealed container is to offset the effects of time, he ceased supporting all dating laws, and considered them useless as applied to canned foods.

On the other hand, in his original Pure Food Bill, as first presented to Congress, he had incorporated a requirement of the name of the producer on all food and all drug products, but despite his best efforts parties at interest, and then, as now, that meant the wholesale grocers, succeeded in having that requirement stricken out of the Pure Food Law.

The canning industry was quick to recognize the value of the Pure Food Law, and it rallied to his support as one of the first great food industries to do so, and the Doctor always had a warm spot in his heart for the canners. He repeatedly spoke before the conventions and was present two years ago at the Chicago Convention.

We feel that the industry would wish us to thus recognize the debt our industry owes to Dr. Wiley, for he did more for us than we can ever realize, and we are grateful, and tried to show this gratitude during life. He was a great man, with a great idea, for he helped humanity in a real manner. Doctor Wiley has gone, but he will never be forgotten.

THE CONSENT DECREE REOPENED—The industry which handles the greatest assortment of "unrelated lines"—the wholesale grocers—lost in its effort to stop the meat packers from having the Consent Decree reopened, a decree which was issued against them because they handled unrelated lines. The pot which called the kettle black, and got away with it, is now called upon to do its work all over again. And we wonder if it can. The whole question of the entrance of the great meat packers into the market as distributors of other grocery items is to be aired again, and we predict this time we will have the spectacle of the wholesale grocers and the chain store men joining forces against the packers to keep the packers out. We have always contended that with the packers acting as distributors of other food products the canners have just one more good outlet for more canned foods, and that the competition between chain store, wholesale grocer and meat packer for the canners' products can only be to the benefit of the canners. And yet when the Consent Decree was under debate in 1920 there were quite a number of canners opposing the big meat packers. That ought not to be the case now. And certainly the wholesale grocer and the chain store man have no grounds to stand upon in a request to have the Government stop the meat packers doing the very thing they themselves do; that is, handle a variety of food items. Their only object is to get rid of a competitor, just as they have been trying to get rid of the chain stores. It is the public's interest to keep all these competitors hard at work, and if the Government serves the public, as it is supposed to do, it will dissolve the Consent Decree and let the field open to all.

TOMATOES GROW ON POTATO VINES

THE following is sent by our Ozark correspondent, and we submit it as an example of this "peculiar" season:

Lloyd Hall, farmer south of Ebenezer, Mo., is beginning to believe in Santa Claus, or ghosts, or perhaps a benevolent god of the harvest.

Tomatoes are growing on top of his potato vines. Potatoes are growing at the roots of his tomato vines.

Hollyhocks which have been single for 30 years bloomed double this year.

Small wonder that a man whose family has been farming the same 300 acres north of Ebenezer for more than 50 years, ever since they staked it out and obtained it from the government, should feel surprise and awe at such "goin's on."

"Why, it's the most amazing thing I ever heard of," he declared, as he presented the tiny green tomatoes for inspection. "I only wish Luther Burbank was alive."

His whole potato field is dotted at intervals with the small tomatoes, perfect in shape and texture, which grow on tiny stems leading right out of the potato vine leaves. There are ten or more on which the tomatoes have already reached considerable size.

It's just as startling, according to the farmer, to dig for potatoes and find tomatoes turned over by the spade, "especially for a fellow that's old at the game."

As for the matter of hollyhocks, a long row of the tall flowers have guarded the back fence for 30 years. And the family has marveled at the fact that in all these years the blooms always were of the single variety. With no warning whatsoever, the flowers this year were full and double, to add another mystery to the Hall farm.

The family is planning to inform the government of the queer quirks agriculture has taken on this season, and see if the phenomena can be explained.

Note.—Mr. Hall would, if he knew this, request that the line form at the right of those who wish seeds of these tomato-potato and vice versa plants.

Controlled Husking

THE discovery of a new way to keep control of the ears of corn in a husking machine—a different, more positive control than ever before—made possible the new Peerless Super Husker.

In it not only the feeding and discharging of the corn but also the actual husking itself is always under perfect control. An almost human Geneva Gear arrangement stops each ear momentarily on one pair of husking rolls, then moves it on to another pair where the ear is again brought to a complete standstill.

If you have ever watched any husker running you know that husking is best when each ear stops and pauses before being carried off the rolls.

The momentary pause is controlled with precision in the Super Husker, resulting in the most perfect husking ever attained.

Perfect control in—and through—and out—of the Super Husker is just one of many Peerless patented exclusive features—just one of many reasons why a vast majority of all corn canners use Peerless.

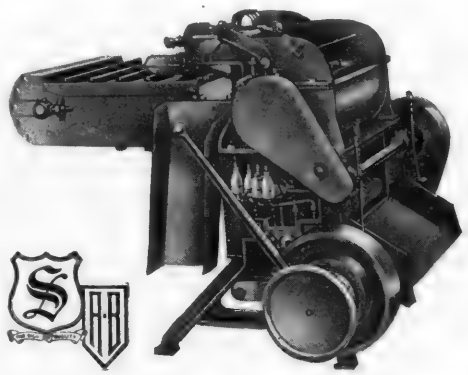
If you want your husking shed to run smoothly throughout the pack without clogs and grief—to be a real pace setter for the rest of your line—if you want husking production without a gamble, safe and sure capacity—if you want better husking and a smoother running shed than you ever thought possible—let us figure now on equipping your plant with Super Huskers. We'll gladly arrange a trade for your present machines.

Write us today for complete information and a proposal.

Sprague-Sells Corporation

Division of
Food Machinery Corporation

308 West Washington Street Chicago, Ill.



PEERLESS SUPER HUSKER

Quality Packs Can

Overcome Some Competition

Quality packs are the only means of overcoming the competition of fresh vegetables and fruits.

Quality packs processed under the conditions of cleanliness which the use of

Wyandotte Cleans Clean
Sanitary Cleaner and Cleanser

insures, cannot help but create demand from particular housewives.

For over a quarter of a century, Wyandotte Sanitary Cleaner and Cleanser has made possible a sanitation which greatly assists canners in producing the highest quality canned foods.

Ask your supply man for
"WYANDOTTE"

Do You Do Peeling?

If you peel peaches, apricots, grapefruit, or process olives, you will be interested in complete information on Wyandotte Canners Alkali. Write this office.

THE J. B. FORD CO.

Sole Mfg.
Wyandotte, Michigan

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

ABOUT a year ago a Pennsylvania canner inferred that the day of the small man and canner was passing. In commenting on his idea, I attempt to point to the splendid progress in trail blazing for new food delicacies that had been made by comparatively small canners.

Twelve months have left their impress on the retail grocery trade of the country.

The independent retail grocer today looks everybody in the eye and can tell them where to go if he wants to. He can if he is conducting his business according to the best advice available and there is plenty of it, good, sound workable advice to be had from many sources.

At the National Convention of retail grocers held last week at Dayton, meetings have not been as well attended daily in years as they were attended there.

The whole program ran off like clock work. Every one was apparently ready to help and be helped.

After years of pounding by the National Association for cleaner and better stores, it seems as if that crying need has been answered by the rank and file of leaders any way.

They are looking now for ways and means by which they can serve their trade better and more economically.

One of the high lights of the convention was a model retail grocery store, fully stocked and equipped, even to telephones, delivery baskets and vegetable racks.

You may well say, what has this to do with better profits in the canning trade. A whole lot.

Can't you see that if the little retail grocer is waking up in his associations and he must be waking up or the National Association would not be going to the lengths they did at Dayton in posting their members, the canner who caters to the independent grocer has got to wake up.

The days of the cat in the cracker barrel grocery administration have long past but some of us are still packing canned foods as though they were to be sold to the class of consumers who used to patronize the old corner grocery.

Of course, everybody had to buy their groceries in bulk years ago, take what the retailer offered in the way of service and like it. Still, there were housewives even in those days who bought their groceries most often of the grocer who kept the cleanest store.

Their daughters are buying their groceries today of the dealer who offers not cleanliness alone but who gives in addition, the best food that can be procured in the markets of the world but at fair prices.

Crop scares will always be with us but in the main we are capable as an industry of terrible over production.

Sooner or later we will have a bumper crop of corn, peas or tomatoes and then we will find out things about our business that no amount of writing, preaching, talking and fault finding will teach us.

In the event of that long feared big crop in something or other that we may expect to have any year, which class of goods will clean up first? Low grades packed to a price or good honest goods, carefully canned with respect to food values, flavor and color.

You don't need two guesses!

If you do, consider for a moment the matter of your buying a pair of shoes. Suppose shoes were so plentiful in the retail stores that a pair ordinarily selling for five dollars could be bought for two-fifty while a much better pair that had been selling at twelve dollars could be bought for six.

Which would you buy if such a chance was offered you?

You'd buy the six dollar pair because they would last you three times as long as the pair selling at two fifty.

And once you had bought the higher priced, better pair, as long as you could afford the shoes giving you the most satisfaction, you'd buy them, year after year, even if the price did advance from time to time.

If we ever see glutted markets in canned foods you will see the better class of canned foods clean up in advance of low grades, no matter how cheaply the latter are priced at retail in order to move them.

Here's the labeling bill with a mighty good chance of becoming a law soon.

Here's the retail grocers of the country organized and more progressive and forward-looking than they have been before in ten years.

Here's the housewives of the country educated as to the health value of canned foods as they have never been educated before.

Here's the National Canners Association broadcasting the value of canned foods and how to use them to millions of homes weekly.

Here we are, facing as always the possibility of some year producing a bumper crop or crops for canning, and what are we doing about it?

Nothing!

As an industry, we are doing less than nothing!

Years ago some one tried to get into a market by cutting the price on his pack as a means of getting in. Then he had to cut the quality in order to break even and make a little money.

Once the price was cut, it was established, the goods were sold at low prices as low-priced merchandise, and any one will have a devil's own time selling better merchandise at higher prices. This is true of many, many markets.

And whose fault is it?

COLOR IN LABELS

Blending colors properly has become a real science. We can make colors work for you on fine, strong, eye-halting labels of artistic design and quality—and at reasonable prices.

Proper packing is among the most vital of merchandising problems. "U. S." Salesmen are experts on all matters pertaining to labels.

The United States Printing & Lithograph Co.

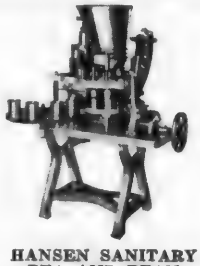
Color Printing Headquarters

CINCINNATI 55 Beech St.
BROOKLYN 98 N. 3rd St.
BALTIMORE 439 Cross St.

BRAND NAMES

No new brand name should be adopted without first making a thorough investigation of its availability. Failure to make such investigation has many times been the cause of expensive litigation. Consult our Trade Mark Bureau. The service is free.

HANSEN QUALITY GRADER

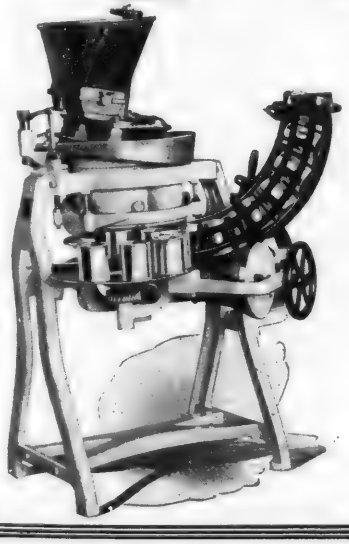


HANSEN SANITARY PEA AND BEAN FILLER

HANSEN SANITARY CONVEYOR BOOT

HANSEN SANITARY CAN WASHER

HANSEN FRUIT AND VEGETABLE FILLER



THE HANSEN AUTOMATIC TOMATO FILLER

Fills seventy cans per minute.
Does not crush tomatoes.
Is adaptable for filling cut beans.
Is sanitary, can be quickly cleaned.
Fills cans uniformly.
Is simple in design and very well built.

Write for further information.

HANSEN CANNING MACHINERY CORP.
CEDARBURG, WISCONSIN

MASTER-BUILT TRADE HANSEN MARK MACHINERY

Reg. U. S. Pat. Off.

Ours. The fault is lodged directly at the door of the canners.

The educational campaign now being carried on by our National Association is going to do a lot toward interesting new users in canned foods and to increase the purchases of those housewives who have been using canned foods.

There are a few outstanding quality canners setting an example for the rest of us.

And darn few of us are following the example set for our guidance.

As long as the educational work being done now toward increasing the consumption of canned foods is being done with nothing but the best from the can in mind, let's measure up to our responsibilities.

Let's each one of us determine now to pack our output a little better this year, to label a little better, to be a mite more truthful in our labeling this year, and by so doing see if we can't measure up to our responsibilities and privileges.

It ought to be and is a privilege to can goods for the great American housewife, your wife and mine, but we abuse our privileges and flount our responsibilities when we pack corn, peas and tomatoes to be sold at 10 cents a can or one can of each, three cans for a quarter.

And don't forget that a progressive retail grocer is not going to allow us to do this for long.

And remember that the grocers of the country are better posted today than ever before regarding the quality we should pack in the can.

The small canner has never had as good a chance as at present to become a leader, and by so doing make better profits.

Like the retail grocer whom he is best equipped to serve through his wholesaler, mergers have only made him stronger. This is all they can do.

The small canner and small retail grocer have many profitable years ahead if they will only keep in quality step with the times.

Crop Reports

Condition of Canners' crops as reported direct by Canners. You need this kind of information, and should appreciate its value. Contribute your share and keep this column up to the minute. We urge your co-operation and invite your communication.

TOMATOES

Seaford, Del., June 28, 1930—Setting generally late and spotty. Some still setting and replanting. Black stem damages are serious. Have never seen so many poor and irregular patches at this time of year.

McClure, Ill., June 30, 1930—Very dry; only two small rains all spring and summer. It was too dry to set pants at proper time and consequently only about half acreage out and poor stand on that half. Plants getting too large to set as they have tomatoes on them. A two-inch rain would make a fair pack with a reduced acreage.

Perryman, Md., June 30, 1930—The patches that we see look normal but possibly 10 days later than average. Have some complaint of the black rot or stem rot on plants in Harford County. We see nothing serious at this time to prevent an average crop of everything, but we do fear a wet spell in July and August in the Maryland and Delaware section. Conditions today point that way.

Gulfport, Miss., June 25, 1930—Crop just about 50 per cent of normal. Due to late cold weather and immediately followed by excessive dry weather our crops here did not do well. The quality of the vegetables is not as good as former years due to the agencies above stated.

Grand Island, Nebr., June 25, 1930—Have a good stand but are late.

Norfolk, Nebr., June 30, 1930—About average for this time of year.

Brocton, N. Y., June 30, 1930—They look very good at present, but it is a little too early to estimate crop, but if we get 90 per cent of the crop it will mean a little better than last year.

St. Henry, Ohio, June 30, 1930—Last year's acreage was 166 and this year we have 215 acres. We would judge having a 95 per cent stand and the yield to be normal under the present weather conditions. Prospects for crop this year are much better at this time than either 1928 or 1929.

Tazewell, Tenn., June 30, 1930—On account of dry weather our crop is short. Plants not doing well. About 75 per cent of ordinary year.

Lowry, Va., June 30, 1930—Very late in setting out plants owing to dry weather.

Taft, Va., July 1, 1930—About finished setting plants and crop not looking well. From what I can see will not be over 50 per cent of a pack. Did not get the right kind of a start.

Cedar Rapids, Iowa, June 30, 1930—Our fields, as a whole, are very uneven, due to the number of re-plantings, which had to be made. Some of the plants already have nice tomatoes formed, while others have not as yet blossomed. It is a bit too early to forecast just what the results might be on our acreage, inasmuch as early frosts are the important factors.

Bay City, Mich., June 30, 1930—Not growing as they should. Cold nights.

Nebraska City., Nebr., June 30, 1930 — Crop conditions are normal or slightly above at this time.

Quinton, N. J., June 30, 1930—We had a nice shower June 26th; came very near being a flood. They look normal for this time of the year in Salem and Cumberland counties with a 30 per cent increase in acreage. Very glad to see in The Canning Trade where the Mapes Bill passed. Maybe we can sell our good solid-packed tomatoes now. Also the tariff on tomatoes, but I am a free trader. Supply and demand always worked, but not this time; so there you are.

LATER

July 1st, 1930—Today we are having a regular flood. Too much rain for tomatoes. I am not looking for a big crop this year, but everybody's guess is just as good as mine; but that is the way I am going to stand now.

Delaware, Okla., June 30, 1930—Acreage double any season we have run. Prospects good.

CORN

Hoopeston, Ill., June 30, 1930—Country Gentleman and Golden Bantam—acreage about the same as last year. Stand very good. Has good color; suckering some but most plants quite uniform in size. Weather has been favorable. Had a nice rain last night. Indications are for a normal yield. We replanted about 50 acres, most of which was due to cut worms.

Brunswick, Me., June 30, 1930—We have had very good growing weather for the last three weeks. Doing very well.

Perryman, Md., June 30, 1930—Sweet—Acreage will all be gotten out on time; the last planting will go in the ground first of next week. The weather is favorable. The acreage is normal and the crop looks fine, but will be a little late.

Gulfport, Miss., June 25, 1930—Backwards but now maturing. About 50 per cent yield is expected.

Billings, Mont., June 24, 1930—Golden Bantam and Golden Sweet—Growing conditions excellent with early warm weather. 30 per cent increase in acreage over 1929 with prospects of heavier yield per acre.

(*Continued on page 37*)

FINDLEY'S

Pastes

Glues

Gums

For every purpose.

Write for samples and prices

The F. G. Findley Company

387 Tenth St., Milwaukee, Wis.

ARTISTIC LABELS

PLAIN.
VARNISHED.
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

An Honest Coat

(for an)

Honest Pail

As a matter of service we have caused to be manufactured full 12 and 14 quart heavy substantial steel pails. These are double coated with C. M. C. Metallic Coating, the ultimate in rust resistant. The extended quadruple riveted ears featured on this product enables nesting without sticking, as well as a durable bail holder. And it is well to remember you have no chipped enamel to contend with and only the minimum in labor coating the pail at the end of the season to give unending years of service.

EXCLUSIVE SALES AGENTS EXCEPT INDIANA SPRAGUE-SELLS CORP. CHICAGO, ILL.

F. H. LANGSENKAMP COMPANY

ANDERSON-BARNGROVER MFG. CO. SAN FRANCISCO, CALIF.

RENNEBURG'S

Improved Process Steel Kettle

Equipped with all the latest improvements. Strongly and accurately made. Has been used for years with perfect satisfaction.

PROCESS KETTLE

MADE BY

Edw. Renneburg & Sons Company

OFFICE:
2839 Boston Street
WORKS:
Atlantic Wharf, Boston Street and Lakewood Avenue
BALTIMORE - MD.

Annual Meeting
National Kraut Packers Association

Hotel Rieges, Sandusky, O., June 18th 1930

THE annual meeting of the National Kraut Packers Association was held at Hotel Rieger, Sandusky, Ohio, Wednesday, June 18, 1930, with a large attendance.

The meeting was called to order by President B. E. Babcock, who appointed the following on the Nominating committee: L. A. Colton, Geneva, N. Y., Chairman; George Slessman, Clyde, Ohio, and W. H. Knox, Jackson, Mich., to select officers for the ensuing year.

The Treasurer's Financial Report was read, which showed that the Association was in good financial condition.

The question of simplification of tin containers and elimination of No. 3 cans revealed that their use is getting much less all the time; that the trade is going to the No. 2½ cans.

The Bulk Kraut Price Differential Committee gave its report on the Revised Differentials, which will be published later.

As to Traffic Matters, Traffic Counsel Whitney is active in protecting the industry at all times.

The Guaranty Clause of the Bulk Kraut Sales Contract was adopted, after being revised according to recommendation, and now reads as follows:

"GUARANTEE: No guarantee on Bulk Kraut except to arrive at destination in good condition as to Quality."

Prof. H. D. Brown, Ohio State University, who has charge of the Agricultural Fertilization Research on the growing of cabbage in Ohio, gave a report of the work intended to be carried on this year in several test plots, in several sections in the cabbage growing district. Prof. Brown mentioned some technical fertilizer tests that he will report later and the same will be sent to the members.

A report was read from Dr. C. V. Rice on the feeding of infants sauer kraut juice milk. It will be remembered that in his address read at the Muskogee County Medical Society, November 25, 1929, and reprinted from the January, 1930, issue of the Oklahoma State Medical Journal, he said that upon learning that Kraut Juice in Glass Containers was not potent, he called the mothers by 'phone and had them change to Kraut Juice packed in tin, and three mothers could not be reached. Later these babies were brought in to the office and X-rays of their wrists were made, and these babies were found to have advanced cases of rickets. He says, "These babies were immediately put on milk acidified with kraut juice from tin containers, and the X-rays taken later showed 'healing' or 'healed' and at this time, complete healing has been accomplished in all three instances."

A report was given on the present progress of the Research on Vitamin C, being carried on now by a noted Northwestern university.

A report of the progress of the Advertising Campaign was very interesting and showed that although the Advertising Campaign had been carried on now since 1922, there is just as much new interest in Kraut as there was in the beginning of the campaign. Letters were read from newly-weds who were not formerly interests in kraut, and were wanting the recipes. Sauer kraut is now being quite generally served on school menus where it never appeared before. The public is becoming more interested in kraut since the research has disclosed that the vitamines survive the process of fermentation. The new President appointed the following on the Advertising Committee: L. A. Colton, Geneva, N. Y., Martin Meeter, Lansing, Ill., A. E. Slessman, Pittsburgh, Pa., and B. E. Babcock, Phelps, N. Y. The Advertising Schedule was arranged to continue to carry on the Advertising Campaign next fall and winter.

The Nominating Committee recommended the following officers to act as trustees for the ensuing year:

W. W. Wilder, the Clyde Kraut Co., Clyde, Ohio, Chairman.

A. E. Slessman, The Fremont Kraut Co., Pittsburgh, Penna.

E. H. Erdrich, Bellevue Kraut & Pickling Co., Bellevue, Ohio.

M. J. Slessman, Slessman & Sons Co., Clyde, Ohio.

W. H. Knox, The Wilson Packing Co., Jackson, Mich.

Upon motion, duly seconded, they were elected.

At the meeting of the Board of Trustees, E. H. Erdrich, The Bellevue Kraut & Pickling Co., Bellevue, Ohio, was made president; W. H. Knox, The Wilson Packing Co., Jackson, Mich., vice-president, and Roy Irons, Clyde, Ohio, secretary-treasurer.

The retiring President, B. E. Babcock, mentioned a few accomplishments of the Association that have been successfully carried out since he has been in office. The most outstanding were:

"Due to research, vitamines have been found in kraut, which is a very important factor, and adds greatly to the food value of our product.

"Also, the adoption of Canned Kraut Price Differentials and the Revision of Bulk Kraut Price Differentials is very valuable and useful.

"And the adoption of the Uniform Sales Contract, with a little correction, is another step toward overcoming difficulties we have had in the past.

"Another very good feature has been added—that of Traffic Counsel for the Association.

"Another item is the reporting system—securing business credits of unscrupulous buyers.

"Another one of the great accomplishments is the increase in tariff that will give us protection from foreign imported kraut, when the tariff becomes a law.

"Another accomplishment is the success we have enjoyed from the Advertising Campaign.

Plants of the
PHILLIPS CAN COMPANY
Manufacturers of Packers Sanitary Cans
Division of the
PHILLIPS PACKING COMPANY
Packers of HIGH CLASS FOOD PRODUCTS
CAMBRIDGE, MARYLAND, U. S. A.

PHILLIPS SALES CO. Inc.,
BROKERS and COMMISSION
Canned Foods and Canners' Supplies
Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
Packers' accounts solicited.
CAMBRIDGE, MD. U. S. A.

Tuc HUSKER
Built and guaranteed by Fay & Scott

"Quality Has No Substitute"
THE UNITED COMPANY
CONTINENTAL TRUST BUILDING
BALTIMORE ∴ MARYLAND

"Also, the tentative grades agreed upon between the Government and this Association is another fine accomplishment.

"As stated above, others of lesser importance could be mentioned, but these are very valuable and outstanding."

In summing up the accomplishments, he said:

Research

"I highly commend the members for their full co-operation in having research carried on to develop new information or create new facts so vital to their industry, and whenever possible and necessary, should be continued.

"I want to especially commend the members in Ohio who have made possible the agricultural research of fertilizer test this year.

Grades

"Since the tentative Government Grades have been set up, which are very important to the industry, I especially urge that more attention be given to their use."

Distribution and Selling

"These words are pretty well frazzled out. There is a great change in distribution from former years. Unusual methods 'just to get the order' have been practiced that are unfair. Not so much to a competitor, but very often is more harmful to the individual who gets the order. To illustrate my point, I will tell you a story.

" 'A firm had a large order to be delivered by camel caravan in Africa across the desert. They asked for bids from fellows of different groups of camel caravans and one bid was very low, so low they knew it was impossible for the fellow to buy necessary provisions and water to make the trip, and called him in and pointed out these facts by telling him he would perish by the wayside and lose his life, and asked why he put in such a low bid, he answered: 'I wanted to get the order.' "

Costs

"The trend of prices of all commodities are toward lower prices and are gradually going back to pre-war basis. The latest records of the Bureau of Labor reveal sharp concessions in wide range of foodstuffs. Very few articles of food are not lower than they were a year ago. Eggs have touched the lowest figure in twenty years. Butter, cheese and other dairy products are markedly cheaper. The bottom has dropped out of the coffee market. Beef, pork, lamb, flour, rice and beans are prominent in the list of foodstuffs that have been considerably deflated. And, too, the country has experienced a general business depression, but it is generally believed this will gradually revive during the latter half of the year. Therefore, it is well to bear these facts in mind and watch your cost of production, in order to meet the trend of the time.

The Tempo of Business is Changing

"Today, more than ever, it is the man who can organize and conduct the affairs of an entire business or of an important department of a business who we are asked to produce. Such a man con practically name his own price.

"This natural development has been further aggravated by underlying changes in business. Chief among the motivating conditions are: the automobile, the radio and the airplane. Chief among the resulting manifestations are too intricate and too close at hand for such convenient classifying. Glance at the trade journals. A textile industry picks up and migrates a thousand miles. Photographers are telegraphed. Stylists await the daily news. Manufacturers go into warehousing and retoiling. Retailers take the initiative in filling new needs. Individual judgments are superseded by research and statistical bureaus. We look to foreign markets.

A Reshuffling of Occupations

"Old jobs, old functions, old activities are being remorselessly altered or cast aside. One finds the merchandising buyer sharing responsibility with the stylist or the statistician. Jobbers' salesmen drift into other lines. Storekeepers find themselves taking lessons from the officials of co-operatives. An advertising manager finds his department with a subsidiary company to take care of. Two companies meet like meteors in mid-air and old employees drop off like sparks and fade out. Everywhere there are warnings to look out for your job, or to prepare for a new form of competition.

"Are these warnings justified? They are not. Only for incompetent executives have they a direful significance. They have been dead ashes resting in a sieve. The sieve is not being shaken.

"Mergers, consolidations and reorganizations are not bogies. They are deep breaths in healthy growth. Their basis is economy. Their promise is greater wealth for the entire community. The growing pains are merely incidental. For every job wiped out by mass administration there is a bigger opportunity in a more profitable field. For every dollar saved by the community, there is to be another dollar spent for better goods and greater satisfaction.

Your Next Five Years

"The next five years in American business will offer more opportunity and more danger than any similar period for a long time. More men will achieve independence. More who might achieve it will fail because of their inability to properly analyze the facts. A right program will be more profitable than it ever has been. A wrong decision will be far more costly. To put it in other words, the organization of business, the tempo of business, the speed of business, are all in process of rapid change. The question business men should ask themselves is this—

"What program shall I lay out for myself, so that I can cope with new situations—capitalize new opportunities?

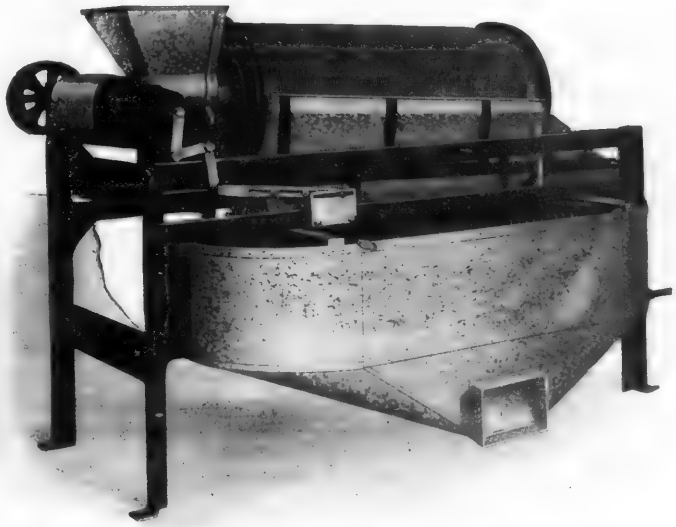
"Five years ago you had hopes and plans. Every man has—you need only to ask his wife. If they have not materialized, is is not for lack of definiteness? In starting anew, what plan can you conceive that has the all-important element of definiteness and inevitability? There is only one plan for business men which recent history can endorse and to which successful men can testify. It is: executive training in the principles of all the important departments of business.

Personnel

"So considerable thought and attention ought to be directed toward encouraging bright, energetic young men to have them become interested to 'carry on' after us. However, not to the expense of the more elderly,

21 *New Machines For* 1930

Berlin Chapman
Corn Silker



Berlin Self Cleaning Corn Silker

Berlin Chapman new Self-Cleaning Corn Silker cleans the silking wires every two minutes by the means of water spray, and gives you a perfect silking device as well as a sanitary silking device. This new principle of water spraying the silking tines automatically eliminates one of the worst troubles in canning corn, that is, it removes practically all the silk.

Our engineers can solve your engineering problems in a corn cannery. Berlin Chapman equipment will completely equip a corn plant. There is a Berlin Chapman machine for every operation.

BERLIN CHAPMAN CO., Berlin, Wis.

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

experienced, learned men, for I would deplore this as it would mean a period of trade stagnation to the industry to discard middle-aged workers. To emphasize further what I mean, the mere passage of years is not the only index to capacity—and that habits of skill of mind and hand frequently more than compensate the loss of nimbleness with advancing years. To conserve the usefulness and experiences of older employees, it would be well to maintain a definite ratio between experienced people and new apprentices.

Advertising

"Our National Food Bill has more than doubled since 1914. Our population has increased more than twenty million since then. To feed these twenty million of new population, requires a retail food bill of approximately three billion, four hundred million dollars. The adding the food bill of the other one hundred million people, gives us an approximate food bill of twenty billion, four hundred million. There is keen competition of all lines of food to get their share of their part of the dollar of this great food bill. I commend the progressive members of this Association for their untiring effort in carrying on an advertising campaign in order to reap their share of the food dollar. I want to emphasize here, it is not so much that your neighbor kraut packer is your real competitor, but it is other foods, other vegetables —largely fresh—which are today harvested and placed in modern refrigerator cars and shipped hundreds of miles, then transferred and kept in a refrigerator counter in retail stores, and the housewife takes them home and likewise places them in her new, modern refrigerator ice-box, keeping them much fresher than in former years. Hence, these vegetables are the real competitor in our business. To keep kraut in its rightful position on the menu of the American consumer, I recommend that the Advertising and Publicity Campaign be continued—as I believe if it should cease we would lose that high position that we are now enjoying, which would surely result in a calamity that would be very costly to the industry. We have learned from the results of our past experience in advertising that it is a vital necessity to tell the public how to use our product. The new housewife must be taught and the old must be reminded.

Association

"Every industry has its organization.

"A few years ago an association of any industry was looked upon by many as an agency of excuse for members of their industry to attend a meeting once or twice a year and have a rounding good frolic, but as years went by those attending began to realize that the problems of their industry could best be solved by discussing them at such meetings. The association provides a certain amount of surety and safety to an industry. However, no association travels along without some friction, but these all have a tendency to advance new ideas, so while we may not agree with everything the association does, it puts us all to thinking and adds to the progress of its works. There is no other instrument in our industry that affords the opportunity to promote harmony, morale and good fellowship than in our Association, and every kraut packer, whether a member or not, has been benefited by the work and deeds performed by this organization, and every kraut packer should belong to reap direct the benefits of its efforts."

"Hopes" of a Kraut Packer

The Kraut Packer is a man of great hopes,
He plays the game as he gropes;
With a lot of wild visions
He plans his seasons,
But with too much or too little scope.

He delves in his problems of many,
All figured to a beautiful red penny;
Then comes a bad break,
With its great heartache,
That blasts his whole scheme aplenty.

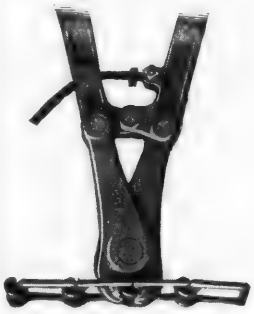
Each year the Kraut Packer starts anew
Like a fresh morning dew,
All sparkling, bright and gay;
His broker wires through, "Cut the price, Lou,"
Or you don't get business from buyer, McGrew.

He has labored this way through his life,
Long hours he has toiled and strived;
And nothing but "hopes" has he gained.
He is laid to rest, along with the blest,
And left nothing but "hopes" for his wife.

The delegates were guests of the Hinde & Dauch Paper Company and engaged in a golf match in the late afternoon and a dinner party at Plum Brook Country Club that evening. Prizes were donated by Armour Fertilizer Works, American Can Company and Continental Can Company. Apparently a blanket of charitable silence covers the results of this golf tournament.

The National Color Printing Company, Inc.
LABELS
916-924 E. MONUMENT STREET BALTIMORE, MD.

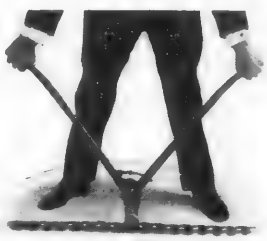
Hamachek Ideal Chain Adjusters



Pat. Sept. 8, 1914

Every open link style of detachable chain, running under a working strain, becomes longer than it was and should be.

Hamachek Ideal Chain Adjusters are tools using a compound leverage principle, by which hooks of detachable chain links are easily drawn together to take up the wear and stretch.



Keep detachable chain of proper length, with Ideal Chain Adjusters, so that the links correctly fit the pitch line of the sprockets on which they run, and you will prevent delays and more than double the life of your chain.

We sell Hamachek Ideal Chain Adjusters with the distinct understanding that if they are not satisfactory we will accept their return. Thousands of these adjusters have been sold and are saving money for their users.

A descriptive pamphalet, showing prices and sizes, will be mailed on request

FRANK HAMACHEK MACHINE CO.

KEWAUNEE, WISCONSIN

Also Manufacturers of Viners, Viner Feeders and Ensilage Distributors

SPEED UP FIELD WORK

WITH

SWING'S 5/8 HAMPERS

Economical manufacturing is best effected by using machinery and supplies that will do the job for which they are designed Best and Cheapest. Swing's 5/8 Bushel Tomato Hampers will start your Tomato Canning Operations right because each hamper is Machine Stitched and is Inspected so that Every One we deliver to our customers will do its job Best and Cheapest. Your inquiry will bring us to see you with samples.

Swing Brothers Inc., Ridgely, Md.

Landreth's Garden Seeds

Before you place your future order, your order for delivery after the 1930 crop is harvested, write us for prices for any variety, in any quantity, for any date of shipment, and we will be glad to quote you.

If there are any spot seeds needed throughout this Spring and Summer, please give us the opportunity of quoting.

Business founded 146 years ago.

D. Landreth Seed Company

BRISTOL, PA.

Acreage and Production of Canners Crops

Conditions on June 15th With Comparisons

By the Bureau of Agricultural Economics, Division of Crop and Livestock Estimates
United States Department of Agriculture

GREEN PEAS FOR MANUFACTURE

Acreage and Production Forecast 1930 Compared With 1929—Condition on June 15 With Comparisons

, Washington, June 26, 1930.

ON an acreage which is estimated as 13 per cent larger than that of last year, the 1930 forecast of production of green peas for manufacture, indicated by reported condition of the crop as of June 15, is 9 per cent larger than estimated production in 1929. The indicated yield per acre is 3½ per cent lower than the estimated yield in 1929, and is 10 per cent below the average yield during the period 1925-29. Although the 1930 estimate of acreage is 26 per cent larger than the average for the past five years, the indicated production is only about 13 per cent larger than the five-year average production.

State	Acreage 1929	Acreage 1930	Yield per Acre 1929	Yield per Acre 1930	Production 1929	Production 1930
	Acres		Pounds		1,000 lbs.	
Maine	1,150	1,350	1,806	1,800	2,077	2,430
New York	32,800	34,400	1,200	1,720	39,360	59,237
New Jersey	400	800	2,000	1,176	800	941
Pennsylvania	1,730	2,010	2,500	884	4,325	1,777
Ohio	5,030	5,910	1,500	756	7,545	4,468
Indiana	5,500	6,270	1,700	1,462	9,350	9,167
Illinois	11,010	12,660	1,640	1,691	18,056	21,408
Michigan	10,900	11,660	1,250	1,424	13,625	16,604
Wisconsin	111,000	124,000	1,850	1,830	205,350	226,920
Minnesota	12,670	19,000	1,672	1,640	21,184	31,160
Delaware	3,040	3,400	2,150	575	6,536	1,955
Maryland	12,400	13,890	2,250	672	27,900	9,334
Tennessee	1,400	1,400	1,800	900	2,520	1,260
Montana	3,900	3,500	1,860	1,632	7,254	5,712
Colorado	3,600	4,000	1,776	1,577	6,394	6,308
Utah	11,670	13,070	2,255	2,565	26,316	33,525
Washington	1,940	2,110	2,200	2,200	4,268	4,642
California	880	1,050	908	2,380	799	2,499
Other States*	2,600	3,690	1,900	1,775	4,940	6,550
U. S. Total	233,620	264,210	1,749	1,688	408,599	445,897

*"Other States" group includes Idaho, Iowa, Kansas, Virginia and Wyoming.

Due to the fact that the outcome of the crops in Wisconsin and New York will depend upon the weather during the next three or four weeks, this forecast of production is necessarily subject to change, and the final estimate may be either greater or less than present indications. Weather conditions during June have been very favorable to the growth of the vines in these areas. New York expects to have the best yields in three years: Wisconsin is still faced with the uncertainty of yields on Alaskas as well as with the problem of simultaneous maturing of vast acreages which in usual seasons are not so "bunched" in the time of maturing. The vine growth on Sweets in Wisconsin is reported as unusually heavy.

In the Tri-State section and Pennsylvania the crop has already been harested and the lowest yields for the period dating back to 1918 have been secured. Yields have also been reduced by dry weather in Ohio, Indiana, Tennessee, Colorado and Montana.

Condition of Crop June 15, Compared With Condition in Previous Years

State	June 15, 1930	June 1, 1930	June 15, 1929	4-year average June 15
	Percent	Percent	Percent	Percent
Maine	*	90	....	87
New York	96	97	80	83
New Jersey	49	58	85	89
Pennsylvania	34	70	81	79
N. Atlantic	93	95	80	83
Ohio	36	74	77	74
Indiana	63	83	86	78
Illinois	89	94	90	86
Michigan	89	90	85	91
Wisconsin	79	77	78	79
Minnesota	82	84	80	82
N. Central	79	80	80	80
Delaware	33	40	84	87
Maryland	28	41	90	85
S. Atlantic	29	41	89	85
Tennessee	*	*	....	....
S. Central	....	....	....	....
Montana	68	90	....	....
Colorado	83	84	89	92
Utah	92	92	81	86
Washington	100	100	....	....
California	*	85	52	76
Far Western	87	91	81	87
Other States	†71	78	85	78
U. S. average	78	81	81	82

* No report.
† "Other States" include Idaho, Iowa, Virginia and Wyoming.

SNAP BEANS, SWEET CORN AND TOMATOES FOR MANUFACTURE

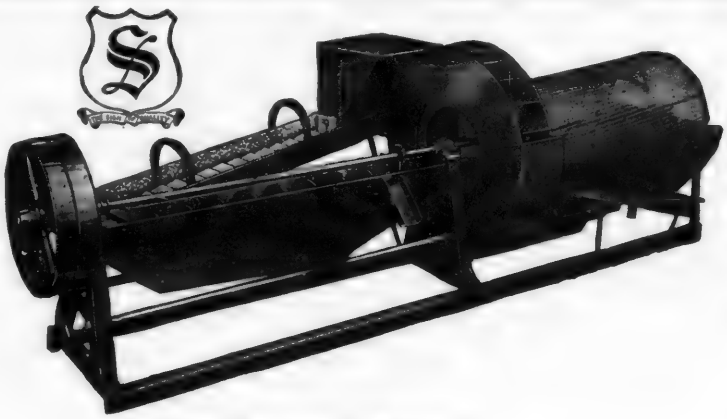
Preliminary Acreage 1930, Compared With Acreage 1925-1929—Condition on June 15, With Comparisons

Washington, June 27, 1930.

SNAP BEANS

THE preliminary estimate of acreage of snap beans for canning or manufacture in 1930 is 71,142 acres, compared with the revised estimate of 60,890 acres grown in 1929, or an increase of approximatey 17 per cent over that of last year. This estimate is based upon reports to the United States Department of Agriculture of 210 firms representing more than 53 per cent of the acreage grown in 1929. Of the 210 firms reporting on acreage for 1930, 119 indicate acreage increases, 45 indicate decreases, and 46 report no change.

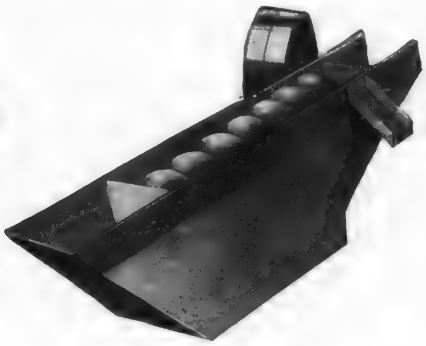
Increased acreages are indicated in all States except South Carolina, Colorado and Oregon.



Olney Separator and Washer

For peas, lima beans, cherries, etc.

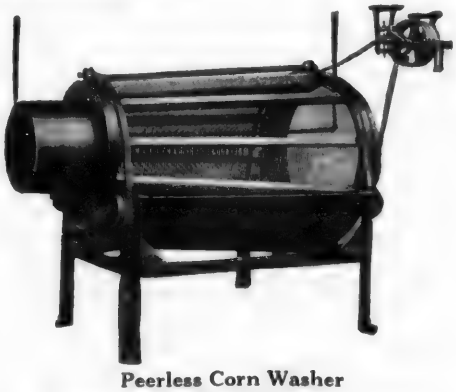
Traps dirt, gravel and stones. Floats off thistles, skins, sticks and twigs. Then subjects the product to a thorough spray washing. The most efficient Pea Washer ever devised. The stones it will get will amaze you—**stones that may now be going into your cans.**



Olney Skimmer

For peas, beans, etc.

The flume section only of the Olney Washer used as a feeder for a Blancher to remove thistles, skins and trash. Strongly recommended when a bad thistle situation is encountered.



Peerless Corn Washer

For corn, pumpkin and other large articles.

There is no chance for any foreign material to pass this Washer. It is so designed that everything drops away cleanly. A wonderful smut and worm dirt remover. Reduces inspection, trimming and corn waste materially. Use two in each line and insure 100% cleanliness in your corn.

Peerless Rotary Tomato Washer

For tomatoes, potatoes, beets, and other vegetables and fruits.

A scientifically designed and substantially constructed Rotary Washer. So built that all dirt drops away freely. For bad clay condition with tomatoes we recommend using a Soaking Tank ahead of the Peerlesss Washer to assure thorough results. Never injures good tomatoes—but how it does get rid of the dirt and mold.

WASHERS YOU NEED

To insure clean cans and a thoroughly clean product, every canner needs the Washing Machines shown on this page.

You will build Good Will and repeat buyers by keeping foreign material of every nature out of your cans.

Modern practice calls for every possible precautionary measure—first, to keep foreign material out of the raw product so far as possible—second, to use the most efficient machines you can buy to trap and separate out everything objectionable that comes from the fields, containers, etc.

Just a few of our Washers are shown on this page. Send for our complete General Catalog showing Washers and Cleaners for every product.

Sprague-Sells Corporation
Div. of Food Machinery Corporation
308 W. Washington St., Chicago, Ill.

Wolfinger Can Washer

Washes the cans upside down so there is no chance for any foreign material to remain in them. Rights them again at discharge. One should be in every line just ahead of your Fillers. Thoroughly efficient sprays start and stop with the machine, avoiding water waste and insuring thorough cleaning under all conditions.

State	1925	1926	1927	1928	1930 as 1929 % of (Rev.) 1929		1930 Preliminary
	Acres	Acres	Acres	Acres	Acres	P.C.	Acres
Maine	1,210	860	600	970	1,300	109	1,417
New York	6,370	5,220	5,536	6,840	9,800	115	11,270
Pennsylvania	1,320	1,010	890	1,190	2,720	123	3,346
Indiana	1,300	850	850	1,800	3,500	106	3,710
Michigan	3,000	2,400	2,400	2,950	5,300	113	5,989
Wisconsin	4,000	3,460	3,910	4,600	7,400	116	8,584
Delaware	1,150	800	400	670	2,040	125	2,550
Maryland	5,200	3,310	3,300	4,360	8,400	116	9,744
South Carolina	1,160	700	700	700	870	95	826
Tennessee	1,150	1,080	1,250	1,220	2,000	120	2,400
Mississippi	1,670	1,550	1,780	1,690	1,860	142	2,641
Arkansas	1,020	630	880	1,790	2,240	112	2,509
Louisiana	720	800	1,640	3,040	2,080	158	3,286
Colorado	1,800	700	900	1,600	2,300	91	2,093
Utah	450	610	880	1,020	1,280	119	1,523
Washington	460	270	370	700	820	114	935
Oregon	1,200	1,250	650	650	930	95	884
California	700	700	450	470	750	108	810
Other States*	2,430	1,350	1,540	3,010	5,300	125	6,625
U. S. total	36,310	27,550	28,920	39,270	60,890	116.8	71,142

*Other States include Alabama, Illinois, Iowa, Kansas, Kentucky, Minnesota, Missouri, Montana, Nebraska, New Jersey, Ohio, Oklahoma, Vermont, Virginia, Wyoming, New Mexico.

SWEET CORN

An increase of nearly 12 per cent over last year's acreage is indicated in the preliminary estimate of sweet corn for canning in 1930. This is about the same increase as shown in the "intended acreage" report of April 3, and indicates 391,553 acres planted in 1930, compared with the revised estimate of 350,530 acres harvested in 1929.

This estimate is based upon reports to the United States Department of Agriculture of 196 firms, representing 64 per cent of the acreage grown in 1929. Of this number, 116 indicate acreage increases, 42 indicate decreases and 38 report no change. According to these reports, all States except Maine, Vermont, Pennsylvania, Delaware and Tennessee have larger acreages planted this year than in 1929. The greatest increases are shown in the Middle Western States of Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota and Nebraska.

State	1925	1926	1927	1928	1930 as 1929 % of (Rev.) 1929		1930 Preliminary
	Acres	Acres	Acres	Acres	Acres	P.C.	Acres
Maine	15,630	14,650	8,260	10,770	14,850	93	13,810
N. Hampshire	1,470	1,050	780	1,110	1,320	101	1,333
Vermont	2,620	2,290	1,870	1,940	2,370	95	2,252
New York	31,350	27,420	20,290	27,000	24,600	110	27,060
Penna.	6,850	4,840	2,800	4,140	6,000	100	6,000
Ohio	34,520	26,380	18,730	27,910	31,000	111	34,410
Indiana	36,990	30,380	17,010	27,390	38,500	115	44,275
Illinois	70,650	58,280	40,650	58,300	64,000	113	72,320
Michigan	13,630	11,080	9,400	8,930	6,400	161	10,304
Wisconsin	17,740	17,350	10,410	14,780	11,600	115	13,340
Minnesota	30,540	24,450	26,420	33,000	43,900	120	52,680
Iowa	70,720	50,480	26,750	39,860	45,700	107	48,899
Nebraska	8,880	6,970	4,600	5,470	5,740	129	7,403
Delaware	5,000	3,000	3,500	4,060	3,900	95	3,705
Maryland	42,820	33,850	27,500	35,500	44,000	105	46,200
Tennessee	.....	.....	.....	3,100	3,400	100	3,400
Other States*	4,500	4,840	4,380	2,700	3,250	128	4,160
U. S. total	393,910	317,310	223,350	305,960	350,530	111.7	391,553

*Other States include Colorado, Idaho, New Jersey, Utah, Virginia and Wyoming.

TOMATOES

The preliminary estimate of acreage of tomatoes for canning or manufacture in 1930 is 362,960 acres, compared with the estimate of 294,470 acres given in 1929. This estimate represents an increase of 23 per cent over that grown in 1929, and is only slightly less than the report on "intended acreage" issued on May 2. It is based largely on the reports of 308 firms to the United States Department of Agriculture giving acreages contracted or planted in 1930, compared with those grown in 1929.

Of the 308 firms reporting, 226 indicate acreage increases, 40 indicate decreases and 42 report no change. Larger acreages are indicated in all States, with substantial increases in Indiana, New Jersey, Missouri and Arkansas accounting for more than three-fifths of the additional acreage indicated for the season of 1930.

State	1925	1926	1927	1928	1930 as 1929 % of (subject 1929 to revis.)		1930 Preliminary
	Acres	Acres	Acres	Acres	Acres	P.C.	Acres
New York	13,550	9,850	10,540	12,500	13,600	114	15,500
New Jersey	32,000	32,000	30,000	33,000	33,000	127	41,910
Penna.	4,780	3,370	3,740	3,600	3,420	125	4,280
Ohio	8,560	8,000	10,000	10,400	10,950	125	13,690
Indiana	67,340	49,990	42,990	49,870	59,840	136	81,380
Illinois	7,650	5,270	5,110	5,130	5,440	116	6,310
Michigan	2,000	1,800	1,800	1,660	1,990	121	2,410
Iowa	3,660	3,850	4,080	4,810	4,570	140	6,400
Missouri	39,150	25,620	19,440	18,700	20,940	138	28,900
Delaware	20,000	11,700	15,000	13,500	13,500	105	14,180
Maryland	49,800	37,000	34,410	23,910	27,500	105	28,880
Virginia	15,730	6,000	6,420	6,000	6,840	108	7,390
Kentucky	9,550	6,950	6,530	5,500	6,820	131	8,930
Tennessee	11,820	8,200	8,450	10,220	9,200	126	11,590
Arkansas	20,340	11,630	17,820	19,600	22,600	130	29,380
Colorado	3,040	2,350	2,000	1,600	1,920	115	2,210
Utah	6,860	2,630	5,200	5,650	6,180	125	7,720
California	30,000	32,250	28,760	24,700	*41,680	110	45,850
Other States†	4,100	3,040	3,310	4,070	4,480	135	6,050
U. S. total	349,930	261,500	255,600	254,420	294,470	123.3	362,960

*Revised May, 1930.

†Other States include Connecticut, Kansas, Nebraska, New Mexico, Oklahoma, South Carolina, Washington, West Virginia and Wisconsin.

SNAP BEANS, SWEET CORN AND TOMATOES

Condition of Crops on June 15, Compared With Condition in Previous Years

SNAP BEANS

State	June 15, 1930	June 1, 1930	June 15, 1929	4-yr. aver. June 15
	Per cent	Per cent	Per cent	Per cent
Maine	74	71	....	76
New Hampshire	....	....	....	....
Vermont	....	....	....	....
New York	92	97	85	88
New Jersey	....	....	....	....
Pennsylvania	81	62	69	76
N. Atlantic	89	90	83	83
Ohio	....	....	....	....
Indiana	67	67	73	70
Illinois	....	....	....	....
Michigan	87	....	93	83
Wisconsin	92	93	76	80
Minnesota	....	....	....	....
Iowa	....	....	....	....
Missouri	....	....	....	....
Nebraska	....	....	....	....
N. Central	85	85	81	80

Delaware	78	87	90	80
Maryland	83	88	85	84
Virginia	....	....	....	....
South Carolina	*	*	80	61
S. Atlantic	82	88	85	80
Kentucky	....	....	....	....
Tennessee	76	78	70	76
Mississippi	53	53	81	60
Arkansas	68	76	70	83
Louisiana	*	73	....	50
S. Central	64	70	74	63
Colorado	93	†100	....	88
Utah	94	91	86	90
Washington	92	90	90	91
Oregon	86	86	80	83
California	85	92	82	89
Far Western	91	94	85	88
Other States‡	83	90	74	73
U. S. average	83	85	81	79

SWEET CORN

State	June 15, 1930	June 1, 1930	June 15, 1929	4-yr. aver. June 15
	Per cent	Per cent	Per cent	Per cent
Maine	94	72	88	73
New Hampshire	*	*	*	....
Vermont	†80	*	80	77
New York	88	96	85	78
New Jersey	....	....	....	....
Pennsylvania	83	80	76	76
N. Atlantic	89	86	85	76
Ohio	69	83	74	73
Indiana	91	91	73	77
Illinois	92	100	85	82
Michigan	†80	†100	*	....
Wisconsin	76	91	78	74
Minnesota	86	90	83	78
Iowa	90	92	86	86
Missouri	....	....	....	....
Nebraska	87	89	92	90
N. Central	86	93	82	80
Delaware	80	†80	85	72
Maryland	86	88	85	77
Virginia	....	....	....	....
South Carolina	....	....	....	....
S. Atlantic	86	87	85	76
Kentucky	....	....	....	....
Tennessee	†80	*	*	....
Mississippi	....	....	....	....
Arkansas	....	....	....	....
Louisiana	....	....	....	....
S. Central	80	....	....	....
Colorado	....	....	....	....
Utah	....	....	....	....
Washington	....	....	....	....
Oregon	....	....	....	....
California	....	....	....	....
Far Western	....	....	....	....
Other States‡	89	85	79	78
U. S. average	86	91	83	79

TOMATOES

State	June 15, 1930	June 1, 1930	June 15, 1929	4-yr. aver. June 15
	Per cent	Per cent	Per cent	Per cent
Maine	....	....	....	....
New Hampshire	....	....	....	....
Vermont	....	....	....	....
New York	89	98	86	84
New Jersey	93	88	87	85
Pennsylvania	87	88	81	81
N. Atlantic	92	91	86	84
Ohio	87	89	92	82
Indiana	88	85	81	80
Illinois	91	98	78	84
Michigan	80	82	85	84
Wisconsin	....	....	....	....
Minnesota	....	....	....	....
Iowa	91	92	77	78
Missouri	87	85	76	76
Nebraska	....	....	....	....
N. Central	88	86	81	80
Delaware	79	80	82	80
Maryland	84	86	83	77
Virginia	80	80	82	73
South Carolina	....	....	....	....
S. Atlantic	82	83	83	77
Kentucky	84	79	83	74
Tennessee	80	83	75	76
Mississippi	....	....	....	....
Arkansas	89	90	75	72
Louisiana	....	....	....	....
S. Central	86	86	76	73
Colorado	92	82	85	89
Utah	92	90	84	87
Washington	....	....	....	....
Oregon	....	....	....	....
California	90	89	87	92
Far Western	90	89	86	91
Other States‡	86	93	79	71
U. S. average	88	87	82	81

†One report.
*No report.

‡Other States include for Snap Beans, Alabama, Illinois, Iowa, Kansas, Kentucky, Minnesota, Missouri, Montana, Nebraska, New Jersey, Ohio, Oklahoma, Vermont, Virginia, Wyoming, New Mexico; Sweet Corn, Colorado, Idaho, Utah, Wyoming, Virginia, New Jersey; Tomatoes, Connecticut, Kansas, Nebraska, New Mexico, Oklahoma, South Carolina, Washington, West Virginia, Wisconsin.

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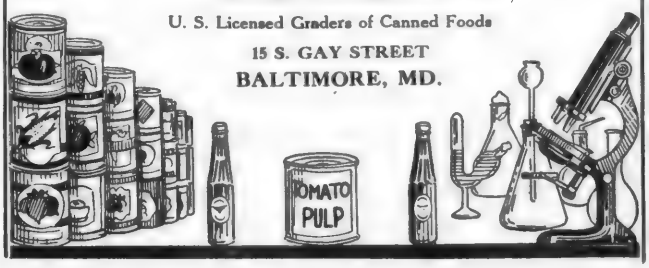

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.
Two 300 gal. Jacketed Copper Kettles.
The above items are all in good condition, and are offered because of changes that are being made in my equipment.
Address Box A-1690 care of The Canning Trade.

FOR SALE—Double Morral Huskers, guaranteed good as new. Also; all roller chain Peerless Huskers, guaranteed in good operating condition.
Address Box A-1741 care of The Canning Trade.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes - 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

FOR SALE—1 Urschel Snipping Machine for Gooseberries, Cherries and Cranberries. Used one season in A-1 condition.
Address Box A-1761 care of The Canning Trade.

FOR SALE—Here's a real bargain:
1 Large Capacity Wonder Cooker for Nos. 2 and 3 cans.
1 Harris Hoist.
1 150 gallon capacity Copper Jacketed Kettle, practically new.
2 Can Elevators with Track Run-way.
2 40 x 60 Closed Kettles.
All the above in practically new condition and subject to prior sale. Write, telegraph or telephone.
A. K. Robins & Co., Inc., Block bounded by Lombard, Concord and Fallsway, Baltimore, Md.

FOR SALE—One Morgan Nailing Machine, complete with motor.
Campbell Soup Co., Camden, N. J.

FOR SALE—1 Complete Roller Conveyor 500 ft. long, excellent condition.
2 Economy Portable (Hand or Electric Operated) Elevators, good as new. Write or wire for particulars.
Maryland Pipe & Steel Corp.,
Ostend & Scott Sts., Baltimore, Md.

For Sale—Miscellaneous

FOR SALE—4000 cases 48/5 oz. Standard Oysters, New Pack, excellent quality, will sell cheap. Wire or write
P. O. Box 1624, New Orleans, La.

FOR SALE—Rebuilt Continuous Cooker for No. 2, No. 2½ and No. 3 cans. First class condition. Price reasonable.
Souder Mfg. Co., Bridgeton, N. J.

FOR SALE—One Second hand 8 h. p. Horizontal Engine in good condition. Will stand inspection. Price $100.00.
Willard Moore, Pearson, Md.

FOR SALE—Eight new Horizontal Steel Retorts or Sterilizers 40" x 72" with cars for same, made of steel bars, with the following dimensions: 6 feet, 27 inches wide and 20 inches deep. Also Steel Trucks for same, with tracks on them that jibe with tracks on inside of retorts. They are easier to use than vertical retorts and the price is reasonable.
H. B. Hunter Co., Inc., Norfolk, Va.

USED PIPE—First class re-conditioned pipe, black and galvanized, any size. Cut to order or random lengths.
ALSO
Structural steel, pulleys and shafting.
Maryland Pipe & Steel Corp.
Ostend & Scott Sts., Baltimore, Md.

Wanted—Machinery

WANTED—Several Max Ams No. 128 Automatic Double Seamers, 1917 models. Please state the equipment and best cash price.
Address Box A-1762 care of The Canning Trade.

WANTED—A Liquid Filler for No. 10 cans that will fill Syrup accurately, similar to Ayars or Elgin. Must be in first class condition.
H. B. Hunter Co., Inc., Norfolk, Va.

For Sale—Plants

FOR SALE—We have about million and half fine Marglobe Tomato Plants for immediate shipment. Plants are large and stocky and will please you. Phone or wire us our expense for prices. Will guarantee good delivery. Also have about couple million Copenhagen Market, Danish Ballhead, Glory and Flatdutch Cabbage Plants.
J. P. Councill Co., Franklin, Va.

For Sale—Factories

FOR SALE—Grapefruit Canning Plant, fully equipped at Auburndale, Florida. On switch both Atlantic Coast Line and Seaboard Air Line Railroad. Capacity over 100,000 cases.
Edmund Rushmore, Singer Bldg., New York City.

Help Wanted

WANTED—Closing Machine Service Men. We require a number of men thoroughly experienced in setting up and operating Closing Machines, also experienced on automatic can making machinery, highly desirable permanent position for A-1 men. Write fully giving experience and salary.
Address Box 982, 303 W. 42nd St., New York City.

WANTED—Processor experienced in the cooking of Green Beans and Crushed Corn. Season starts about July first and ends about November first. State experience and salary wanted.
Hartlove Packing Co., Stewartstown, Pa.

Situations Wanted

POSITION WANTED—Accountant with 23 years experience, 13 years with one of the largest canners of the country, desires a position in the vicinity of Seattle, Washington. References furnished and required.
Address Box B-1759 care of The Canning Trade.

POSITION WANTED—As Manager or Superintendent packing a line of mostly all fruits and vegetables. Have about 20 years experience in canning. Am also a machinist and can superintend building and fitting out complete canning factory.
Address Box B-1757 care of The Canning Trade.

POSITION WANTED—By man who has had 14 years experience with Max Ams Closing Machines for round cans. Also experienced on automatic Can Making Machines; can also rebuild them Best references.
Address Box B-1763 care of The Canning Trade.

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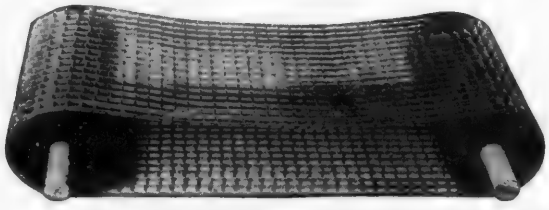
Let the Gamse artists work for you. "A thing of beauty is a joy forever."

H. GAMSE & BRO.
Lithographers
GAMSE BUILDING
BALTIMORE MARYLAND

HERCULES Sanitary Flexible Steel Conveyor



Used by Canners for every purpose: on sorting tables, scalders, washers, exhausters, etc.

Made of best galvanized ribbon steel.

Standard widths - 12, 18, 24, 30 inches - carried in stock. Other widths, made to order. One inch mesh - also half inch mesh. Strong, durable, labor saving and efficient. Runs smoothly, lies flat and does not climb the pulleys. One hundred percent sanitary.

Made up in one hundred foot rolls, or less. Can be easily taken apart and made into any length conveyor. Extra cross wires supplied with each roll. We know it gives satisfaction - our customers tell us so. Your dealer has it.

Manufactured by
La Porte Mat & Manufacturing Company
La Porte, Indiana

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

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WAKEM & McLAUGHLIN
(INCORPORATED)
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Can prices
1930 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1 size	$14.85 per M.
No. 2 size	20.67 per M.
No. 2½ size	26.06 per M.
No. 3 size	28.14 per M.
No. 10 size	62.21 per M.

AMERICAN CAN COMPANY
CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE
METAL SIGNS AND CANCO DISPLAY FIXTURES

⅝ Field Hamper

Are You Losing Money By Using Field Crates?

We do not know of a single canner who has used the ⅝ field Hamper who has changed back to crates.

Our long list of pleased customers is our best salesman.

Planters Mfg. Co., Inc.
Portsmouth, Va.

SHOULD BE
In Every Cannery Office
"A Complete Course in Canning"
As an insurance against loss

Published by
THE CANNING TRADE
Baltimore, Md.

ACCURATE PEA GRADES

Mixed sizes in the can is a trouble eliminated by users of the

HYDRO-GEARED PEA GRADER

Resulting in a better profit thru the proper placing of the smaller sizes of peas.

Other impressive features include:

LARGE CAPACITY

THOROUGH WASHING
improving the quality

ACCESSIBILITY of SIEVES

SMALL FLOOR SPACE

Write for circular

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

"BLOOD TELLS"

PEAS—BEANS

SWEET CORN

ROGERS BROS. SEED CO.
BREEDERS and GROWERS
CHICAGO, ILL.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co.
New York prices corrected by our Special Corespondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

ASPARAGUS* (California)	Balto.	N.Y.
White Mammoth, No. 2½	.....	.....
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.20
Peeled, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	2.65
Medium, No. 2½	.....	2.70
Small, No. 2½	.....	2.65
Tips, White, Mammoth, No. 1 sq	.....	3.00
Small, No. 1 sq	.....	3.00
Green Mammoth, No. 1 sq	3.40	3.40
Small, No. 1 sq	2.80	2.90
BAKED BEANS‡		
Plain, No. 1	.60	.65
No. 2	.....	.....
No. 3	.....	.....
In Sauce, 18 oz	.75	.80
No. 1	.60	.....
No. 2½	1.40	1.50
No. 10	4.25	4.75
BEANS‡		
Stringless Stand. Cut Green, No. 2	.85	.90
Standard Cut Green, No. 10	4.50	5.00
Standard Whole Green, No. 2	1.20	.....
Standard Cut Wax, No. 2	1.10	1.15
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard No. 2	1.00	1.10
Standard, No. 10	4.75	Out
LIMA BEANS‡		
No. 2, Tiny Green	.....	.....
No. 10	.....	.....
No. 2, Medium Green	1.80	.....
No. 10	.....	.....
No. 2, Green and White	1.35	1.45
No. 10	.....	.....
No. 2, Fresh White	.....	.....
No. 10	8.50	9.00
Soaked, No. 2	1.05	.....
BEETS‡		
Baby, No. 2	1.75	1.85
8-15, No. 2	.....	.....
15-20, No. 3	1.50	.....
Cut, No. 2	1.15	1.20
Cut, No. 10	4.50	.....
Whole, No. 10	4.50	5.00
Diced, No. 10	4.50	.....
CARROTS‡		
Standard Sliced, No. 2	.95	1.05
Sliced, No. 10	4.50	5.00
Standard Diced, No. 2	.95	.....
Diced, No. 10	4.50	5.00
CORN‡		
Golden Bantam, Fancy No. 2	.....	1.40
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy No. 2	1.15	1.25
Extra Standard, No. 2	1.10	1.20
Standard, No. 2	1.05	1.15
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	1.05	1.15
Extra Standard, No. 2	.95	.....
Standard, No. 2	.87½	.92½
Standard, No. 10	5.00	5.50
HOMINY‡		
Standard Split, No. 3	1.10	1.20
Split, No. 10	3.25	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.95	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.40	1.45
No. 10	6.50	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.80
No. 2 Fancy Alaskas, 2s	.....	1.75
No. 3 Fancy Alaskas, 2s	.....	1.45
No. 3 Fancy Sweets, 2s	.....	1.45
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.30
No. 3 Std. Alaskas, 2s	.....	1.02½
No. 4 Std. Alaskas, 2s	.....	1.00
No. 5 Std. Sweets, 2s	.....	1.05
No. 3 Std. Alaskas, 10s	.....	5.75
No. 4 Std. Alaskas, 10s	.....	5.50
No. 4 Early June, 1s	.....	.....
PUMPKIN‡		
Standard, No. 2½	1.00	.....
No. 3	1.25	1.35
No. 10	2.75	3.25

CANNED VEGETABLES——Continued

SAUER KRAUT‡	Balto.	N.Y.
Standard, No. 2	.95	1.05
No. 2½	1.00	.....
No. 3	1.10	.....
No. 10	3.50	4.00
SPINACH‡		
Standard, No. 2	.85	.90
No. 2½	1.20	.....
No. 3	1.30	1.35
No. 10	3.50	3.75
SUCCOTASH‡		
Standard Green Corn, Dried Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.25	1.30
(Triple) No. 2 (with tomatoes)	.....	.....
SWEET POTATOES‡		
Standard. No. 2, F. O. B	.....	.....
No. 2½	1.65	†1.65
No. 3	1.70	†1.70
No. 10	.....	.....
TOMATOES‡		
Extra Standard, No. 1	.65	.70
F. O. B. County	.60	.70
No. 2	.95	.....
F. O. B. County	.90	.....
No. 3	1.55	.....
F. O. B. County	1.50	.....
No. 10	4.75	.....
F. O. B. County	4.50	.....
Standard, No. 1	.52½	.....
F. O. B. County	.50	.....
No. 2	.87½	.....
F. O. B. County	.82½	.87½
No. 3	1.45	.....
F. O. B. County	1.42½	1.50
No. 10	4.25	.....
F. O. B. County	4.00	4.40
TOMATO PUREE‡		
Standard, No. 1, Whole Stock	.55	.60
No. 10, Whole Stock	4.25	4.60
Standard, No. 1 Trimmings	.50	.52½
No. 10 Trimmings	4.00	.....

Canned Fruits

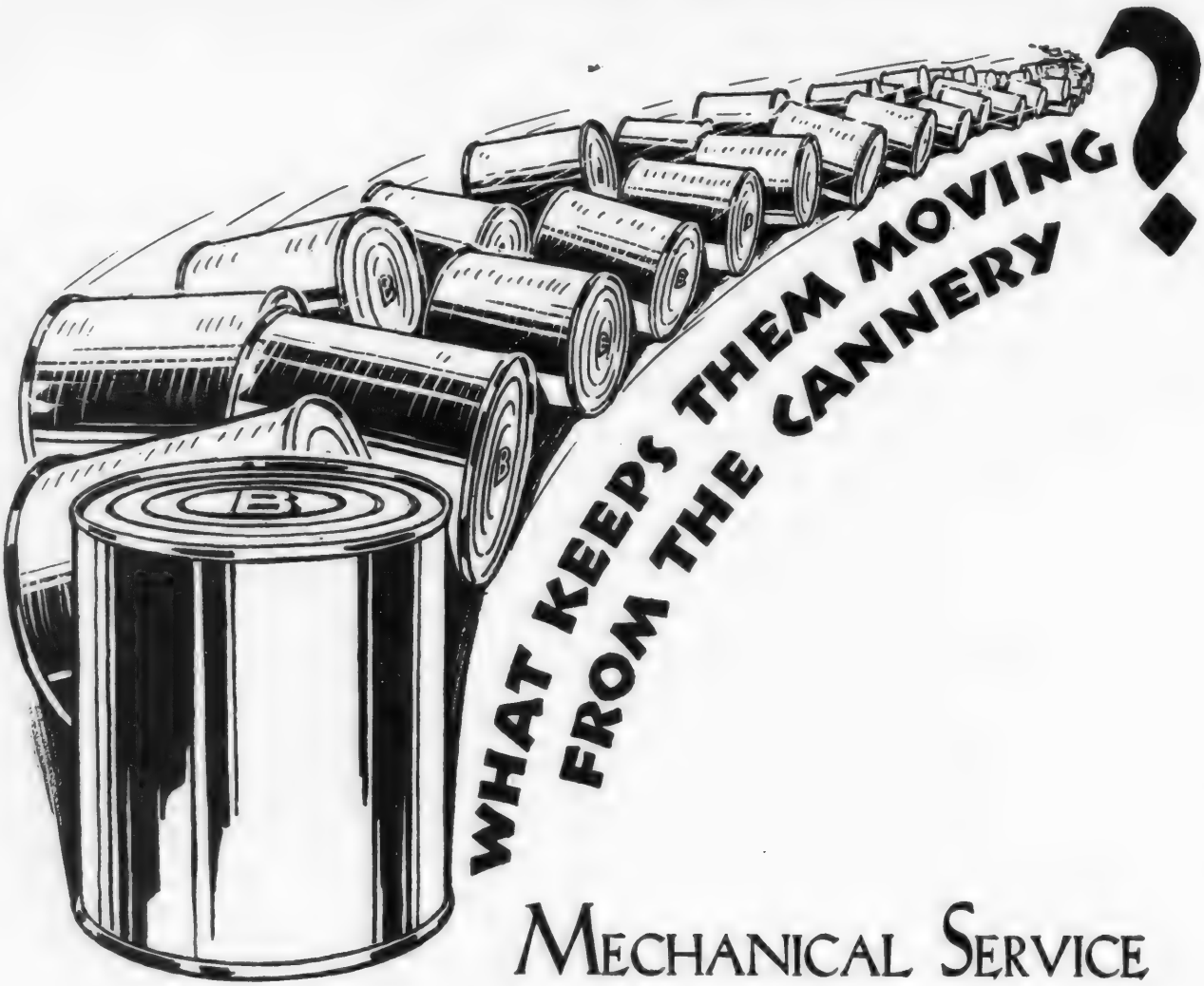
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	4.00
Pennsylvania, No. 10, water	3.75	.....
Pa., No. 3	1.50	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	2.15
Choice, No. 2½	2.25	2.75
Fancy, No. 2½	.....	3.00
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	7.25	7.30
No. 2, Preserved	.....	1.75
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	2.60
No. 10	14.25	12.50
CHERRIES*		
Standard, Red, Water, No. 2	1.40	1.50
White Syrup, No. 2	1.75	1.85
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	10.00	14.00
California Standard 2½	3.10	3.25
Choice, No. 2½	3.40	3.50
Fancy, No. 2½	.....	3.75
GOOSEBERRIES*		
Standard, No. 2	.....	1.20
No. 10	.....	5.25
GRAPE FRUIT JUICE*		
No. 1	1.15	.....
No. 5	5.00	.....
PEACHES*		
California Standard, No. 2½, Y. C.	1.85	2.00
Choice, No. 2½, Y. C	2.20	2.15
Fancy, No. 2½, Y. C	.....	.....
Extra Sliced Yellow, No. 1	1.50	1.30
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	1.20
Peeled, No. 10	5.50	5.75

CANNED FRUITS—Continued

PEARS*	Balto.	N.Y.
Standards, No. 2, in syrup	1.10	.....
No. 3	1.60	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	.....	.....
Extra Standards, No. 2, in Syrup	1.25	.....
No. 3	1.75	.....
California Bartletts, Standard 2½	2.40	2.95
Choice	3.50	3.30
Fancy	.....	.....
Standard, No. 10	.....	9.25
PINEAPPLE*		
Hawaii Sliced, Extra, No. 2½	2.75	2.90
Sliced Standard, No. 2½	2.65	2.60
Sliced Extra, No. 2	.....	2.50
Sliced Standard, No. 2	.....	2.25
Grated, Extra, No. 2	.....	2.00
Shredded, Syrup, No. 10	.....	8.50
Crushed, Extra, No. 10	.....	13.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.65
No. 10s	14.75	12.75

Canned Fish

HERRING ROE*		
10 oz.	1.00	1.15
16 oz.	1.40	1.50
17 oz.	1.40	1.50
19 oz.	1.50	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz	.....	.....
½-lb. cases, 4 doz	.....	4.05
¼-lb. cases, 4 doz	.....	2.20
OYSTERS*		
Standards, 4 oz	1.25	1.30
5 oz.	1.35	1.40
8 oz.	2.50	.....
10 oz.	2.70	2.80
Selects, 6 oz	2.50	.....
SALMON*		
Red Alaska, Tall, No. 1	3.50	2.85
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat. No. ½	.....	.....
Pink, Tall, No. 1	1.50	1.35
Columbia Flat, No. 1	.....	4.85
Flat, No. ½	.....	2.85
Chums, Tall	1.45	1.50
Medium, Red, Tall	.....	2.15
SHRIMP*		
Dry, No. 1	1.65	1.65
Wet, No. 1, Large	1.80	1.65
SARDINES* (Domestic), per case		
¼ Oil, Keyless	.....	†3.50
¼ Oil, Decorated	.....	†4.75
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.50
¼ Oil, Carton	.....	†4.50
¾ Mustard, Keyless	.....	†3.10
California, Oval, No. 1	.....	†3.15
TUNA FISH* (California), per case		
White, ½s	.....	.....
White, ½s	14.00	9.50
White, 1s	.....	17.50
Blue Fin, ½s	.....	7.50
Blue Fin, 1s	.....	14.50
Striped, ½s	.....	6.75
Striped, 1s	.....	12.00
Yellow, ½s	.....	7.50
Yellow, 1s	.....	14.00



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THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, JULY 7, 1930

WEEKLY REVIEW

Better Market Conditions Promised Next Week—Alaska Pea Pack Bears Out Early Predictions—Importance of Mapes Law and Packers' Consent Decree—The End of Low Quality Packing.

THE MARKET—The general reply to all market inquiries is that as the buyers are in the midst of their semi-annual inventory, and also because of the long holidays intervening this week, buying is being postponed, with the promise that next week active buying may open up and new conditions be seen in canned foods. The market could stand some new life, but it is hardly to be expected that an active market will happen at this time of the year. Even in good years canned foods are not active during these summer months, and now that all kinds of buying, merchandise of every kind and not merely canned foods, is unusually quiet and hesitant, it would be unreasonable to expect canned foods to be an exception. In addition to this, canning crops are coming along nicely, and since the pea crop debacle all canners' crops seem to be trying to make up for them. The weather has been very favorable again this week, and reports from all sections show satisfactory progress and good indications.

There have been rumors in the wind that the pea shortage in Wisconsin and other states affected by the freeze are not turning out as badly as first indicated. We have seen nothing to substantiate any such reports. The Alaskas were the crop most affected, and the yields at the canneries are bearing out the predictions of only about half a crop. There are, of course, exceptions where crops came through well, but we speak of the average or general condition. A wire from Madison, Wisconsin, dated July 2nd, reads:

> "Alaska pack one-third complete. Ninety-three reports show average yield 46 cases per acre. Quality poor but showing gradual improvement."

Minnesota pea canners join the Wisconsin pea canners in notifying their representatives that their Alaska packs are turning out as predicted. The fact that they had not sold the usual amount of futures will probably enable the canners to deliver better on the contracts on hand than they would otherwise have been able to do.

In the Tri-States the pea canners continue to remain off the market. They have some few peas left, after delivering futures, but they are not anxious sellers, and they are probably wise in this. The lethargy of the market may be judged when it is known that, despite the known damage to the pea crop, resulting in a heavy cut from the expected output, buyers refused to be unduly moved. They bought some more peas, but not in proportion to the damage done.

THE MAPES BILL—One of the really important happenings of the industry came to pass, as we anticipated, last week, in that the Mapes Labeling Bill, which will require the proper labeling of all canned foods below standards, passed the Congress and will be signed, if it has not already been signed, by the President. This will not affect this year's output of canned foods, but the requirement is now in the law, and it will be applied on coming year's productions. It means the end of poor quality masquerading under fancy labels, and it would be difficult to exaggerate the effect this will have upon the whole canned foods market. It is not too much to say that this has removed the millstone from around the neck of all canned foods, and we may expect to see them improve in quality and advance in popular consumption in full proportion. The enforcement of the Pure Food Law has been bitterly attacked, and though they have been able to clear their skirts of the charges, it may be expected that they will be more actively on their job from now on, and this will become one of their pet hobbies. This merely means that it will be more drastically applied than it might have been under former conditions. And this will directly affect buyers and their private labels as well as canners of uncertain or poor quality goods. The poor stuff must be plainly tagged as such, and that practically means its removal from the market, because no canner can afford to run on seconds or worse, and the jobber will no longer be able to buy "bargains" and label them extra standards. It is the biggest event that has happened in the canned foods industry to date, next to the passage of the original Pure Food Law. The

next step will be the requirement of the name of the producer on every package of food offered for sale on the market, to identify and hold responsible the producer, and that will come rapidly now. Grocers' associations are now requesting and advocating it.

Another important market development, although the effect is in the future, is the reopening of the famous Packers' Consent Decree. The whole thing is to be again debated and considered, with witnesses heard, and it is not likely that the monstrosity perpetrated under the Harding and Daugherty regime can again be re-enacted. And so we may expect that the big packers will again enter as distributors of canned foods, thus giving the canners one more outlet for their goods and adding to the competition for them.

This is a record of important events that ought to satisfy the most exacting "news" hound, and serve to bridge over the time when the canned foods market comes back into normal action.

Changes this week in market prices are few. Some discussion has taken place in the matter of the red sour cherry pack, which interested parties have tried to picture as very large this year. New York State has a good cherry crop, but not a huge one; the same might be said of Michigan and Wisconsin, but Colorado has suffered a loss, and will not produce as usual or as expected. There ought to be a good pack, but not too many. There is no reason for low prices on No. 10 R. S. P. cherries, not less than $9, we are told.

Fruit prices on the coast have been held up while they are disposing of most if not all of their surplus there, and this would seem to be good action. The new prices are expected later this month.

As if to follow suit with other items of canned foods production, the fishing interests report disappointments in their crops, and both the salmon and the sardine packs are running far below expectations. Shrimp has been off for a long time, and oysters are dwindling down to small compass, so far as the canned product is concerned.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Holidays and Inventory Slow Down Market—Buying Peas—Tomatoes Continue Easy—Buying Small Lots of Corn—No Run of Sardines Yet—Interest in Fruits.

New York, July 2, 1930.

INVENTORIES—Mid-year inventories and the double holiday over the week-end both contributed to a slowing down in spot market operations in canned foods during the week, and developments of outstanding importance were lacking. Preliminary reports on inventories indicate that jobbers and chain store distributors are carrying but moderate stocks of most canned foods, and the outlook for business over the remainder of the year is generally favorable.

Peas—Reports from Wisconsin indicate that earlier reports concerning the probable cut in output were over-pessimistic, and current advices indicate a considerably better outturn on both sweets and Alaskas. As a result of this development, a number of buyers who failed to book earlier in the season, and who had been worried over the outlook, are coming into the market and covering some of their requirements. The market remains in steady position on new packs. Southern packers continue withdrawn from the market in most instances. While packers still have some surplus peas in sight, they are deferring the accepting of additional business until market conditions are more clarified.

Tomatoes—Although the statistical position on Southern packs indicates a bull market, actual conditions are otherwise, and the market remains in easy position. Offerings are reported this week at 82½c per dozen for Maryland and Delaware 2s, with 10s available down to $3.90 in a few instances, although the general asking price is 10c per dozen over this figure. Other sizes are relatively quiet at the moment. Offerings of old pack California tomatoes are limited, and prices are more or less nominal. The outlook for the new pack, however, is generally favorable, both as to quality and volume.

Corn—There have been no changes of general interest in this branch of the trade. Spot buying is confined to small lots for immediate requirements, and buyers are waiting for the new packs. Preliminary reports are to the fact that fairly large packs may be looked for, and in view of this fact there is a general tendency among distributors to defer the placing of large-lot business until the pack is in cans and more definite data regarding quantities and the price outlook are available.

Sardines—Very little has been done by the Maine canners thus far in the season, the spring run being more or less of a fizzle. Most canneries are closed down and will not get under way in any quantity until the latter part of July, when the summer run of fish should be in full force. Spot demand for sardines is irregular on both Maine and California packs, but a fairly steady undertone prevails and prices are unchanged.

Salmon—Hot weather has stimulated consumption of salmon in local markets, and jobbers are buying additional stocks in some volume. Pinks have eased off and are available at $1.30 to $1.35 here, the market reflecting the recent decline on the coast. Reds are in good demand at $2.82½ to $2.85 per dozen on spot. Chums are rather sluggish. The pack on Columbia River continues disappointing in volume, coast advices state, with the new pack well booked up.

Fruit Prices—While some interests had looked for opening prices on Hawaiian pineapple and California canned fruits this week, it is reported that the price basis will not be made public until next week, canners being unwilling to put their new quotations before the buyers in a holiday market complicated by mid-year inventory work.

Apricots—The usual seasonal difficulty between growers and canners with respect to fresh apricot prices is reported from California, but this year the canners are "in the saddle." With a normal season's pack running to about 2,300,000 cases, California canners now have on hand somewhere around 1,100,000 cases of carryover stocks, and will pack but sparingly from the new crop. To make the price outlook more favorable, from the standpoint of canners, the growers have thus far failed to get together on a price understanding. A number are asking $75 per ton, the same as last year, while others appear willing to accept business at $60 to $65. There is but limited demand for spot canned apricots, and the market is in rather easy position, reflecting the large carryover.

Shrimp—New pack shrimp is moving in good volume, and the market is in steady position, with Gulf packers reporting a small production thus far in the season. For prompt and nearby shipment the market is quoted at $1.70 per dozen for large No. 1 and $1.40 for the small size, both quotations being f. o. b. cannery.

Peaches—California packers are making plans to curtail production of canned peaches this year, and are still negotiating with the growers regarding the price to be paid for the raw fruit. Current reports indicate that the canners will pack between 12,000,000 and 15,000,000 cases this season, but it is reported that there is sufficient fruit available for a pack far in excess of this figure. Fresh fruit is reaching the local market in such volume at the present time that the demand for canned peaches has fallen away considerably.

Resort Buying Starts—With the advent of July there has been an active call for canned foods for the summer camp and resort trade, and distributors have booked a considerable volume, particularly on No. 10 sizes of fruits and vegetables. Distributors during recent years have been making a special drive for this class of business, and it is now largely handled by the wholesale houses.

The Van Camp Deal—Local trade circles were considerably interested this week in the deal whereby Jewel Tea Company, Inc., has secured a substantial interest in the Van Camp Packing Company. The Van Camp Packing Company is one of the pioneers of the industry, having been established in 1861, and now produces and markets a general line of canned foods and other food specialties.

Hudson Street Gossip—Harry Imwold, of the Assau Canning Company, of Baltimore, was visiting along the street this week.

L. C. Greene, Jr., of the Isleton Canning Company, Isleton, Cal., is visiting the local market, making his headquarters with Warmington, Timms & Co.

CHICAGO MARKET

By "OBSERVER."
Special Correspondent of "The Canning Trade."

The Turn of the Month Has Shown a Better Activity—Favorable Prospects for a Tomato Crop—New Crop Wisconsin Peas Coming Into Production—Corn Doing Better—Beans Early.

Chicago, July 2, 1930.

THE MARKET—The turn of the month has shown a better activity; especially with city trade; the labor readjustments are taking care of themselves; not usually accompanied by much publicity; but a wide-spread realization that the world still offers a sensible living wage especially with the cost of living being eased up in every angle.

As employment gets back where it belongs the glaring emptiness of the grocery shelves must necessarily be relieved; first by new supplies of the fast moving staple items; especially canned foods.

Considerable conservatism is voiced as to any radical trade awakening but it is felt that things are distinctly on the up-grade.

Tomatoes—Increasingly favorable prospects of the growing crop have thrown additional weakness into buyers' minds as to what may be the final settling basis of this popular vegetable.

No changes in prices but a distinctly bearish atmosphere wherever tomatoes can be held as a subject for continued serious conversation.

Peas—New crop Wisconsin now coming into production; the yield on Alaskas is disappointing as was so widely predicted.

Not much change in prices but it is apparent that at least some distributors are going to find it to their advantage to stress different grades of peas than may have been their previous custom.

An ample production on sweet peas is expected; the weather conditions have been quite ideal for excellent fruitification.

Considerable buying will be done on peas during July as everybody in this district is quite short.

Corn—Doing better; the number of buyers is increasing whereas it is hard to find many factories with unsold reserves. A brief buying wave (such as may perhaps set in next week) will put a very new complexion on the situation.

There are many packers who have gone off the market on futures especially in the lower grades; as they feel that there is a good chance for better prices than would now be possible to secure.

When we realize how short the entire country must be of cheaper grades of corn it is easy to see where they can take care of more than 1930 can produce.

Beans—Market easy; several factories have closed out their holdings on a basis which will enlist popular support and if the public is given the benefit of such bargains these lots will melt away into consumption most rapidly.

California Fruits—The expectancy of formal openings has been postponed and repostponed; the situation meanwhile partly encouraged by "tentative" prices; "pre-formal estimates," etc. None of such prices have been taken seriously by buyers as they are expecting the powers that be to dig into the problem and work out a basis which will attract big tonnage movement to the consumers. With cheap sugar this year such should be possible.

Future Grape Fruit—New prices have been now announced by practically all canners, the considerable proratas which were made by some sellers last season, however, have prompted conservative buyers to doubt the wisdom of again entering such a one-sided deal and those grape fruit canners who delivered 100 per cent on last pack are getting the preference now.

Buyers reason that one or two per cent variation in price is far off-set by the assurance of a responsible seller who will accord well delivery.

OZARK MARKET

By "OZARKO."
Special Correspondent of "The Canning Trade."

Some Rain Needed—May Start Canning by the 20th—Spot 2's at 80c—Not Anxious to Sell More Futures—Beans at Standstill—Busy Canning Beans.

Springfield, Mo., July 2, 1930.

WEATHER—Good growing weather has continued throughout the Ozarks during the past week. However, there has been no general rainfall in the district, and complaints are coming in now indicating that rain is badly needed in many parts of the district.

Tomato Crop—Canners are reporting that in the fields of tomatoes that were set early considerable fruit now on the vines is in what we would term the "milky" stage; this means a condition of the fruit just before it begins to color. From these early fields some canners now think they will be packing canned tomatoes by the 20th. We are inclined to believe that fields of tomatoes throughout the district from the later setting are not quite so promising, and it is perhaps this class of fields that are so urgently in need of good general rain.

Spot Sales—There were a few cars of spot 2s standard tomatoes sold during the past week at 80c f. o. b. shipping points. There were also some part cars of No. 1 standard, 2 oz., which sold at 52½c.

Today's Market—There are still just a few cars of spots 2s standards tomatoes unsold in the district, and we believe any of these cars can be bought at 80c factory points for immediate shipment. There are a few mixed cars of No. 1 standard 10 oz. at 52½c, with 2s standards at 80c, and we have information that it might be possible to buy a straight car of spot 1s standards, 10 oz., for immediate shipment at 50c factory point Northwest Arkansas.

Future Tomatoes—Only limited offerings of future tomatoes on the market. During the past week canners report having received offers on future 2s standard tomatoes at prices which were so extremely low that such offers could not be favorably considered. Just here and there in the district a few canners can be found that would consider confirming a few cars of future tomatoes on the basis of 1s standard, 10 oz., 47½c to 50c; No. 300 cans, 14½ oz., 67½ to 70c; No. 303 cans, 16 oz., 70 to 72½c; No. 2 standards, 75c; No. 2½ standards, $1.05. This don't mean that every canner would be willing to sell a few cars of futures at these inside prices, for there are canners in the district who would not be willing today to confirm any sales on future tomatoes on basis of less than 2s standards 80c factory points. Many canners realize that there are numerous hazards that may arise between this date and that at which canners would begin to pack tomatoes which would make a material change in the market prices on future tomatoes. Information comes to us which we consider reliable that the banks throughout the Ozarks are giving the tomato canners to understand if they must sell tomatoes in advance of the packing season, that they should not make sales at prices that would not show the canners some margin of profit. In the Ozarks, like many other tomato packing districts, most of the operating capital of tomato canners is loans secured from the banks, hence the bankers are vitally interested in seeing the canners realize a reasonable margin of profit when selling either future or spot tomatoes.

Spot Green Beans—We hear of no sales of spot green green beans during the past week. This, however, is the season of the year when there is no special demand for canned beans.

Future Green Beans—It would be possible at this time to find canners in the Ozarks that would confirm sales on future cut stringless green beans, 2s, 85c to 90c; 10s, $4.25 to $4.50, f. o. b. factory points. Canners, however, would want to make sales for prompt shipment, if carload lots of beans were wanted, or might be willing to confirm sales for shipment with early pack tomatoes.

Bean Packing—A number of canners throughout the district are now packing stringless green beans, and the extent of this packing by any one canner depends upon the acreage that was seeded early. Canners report, however, that this early seeded acreage is greatly in need of a good general rain, and any fields that have been seeded during the month of June must be suffering for the want of moisture at this time in most parts of the Ozarks. We have reports from different points here and there in the district from bean canners that they are not expecting more than 50 per cent yield from the fields that were seeded early in the season.

Canners' Reports—Information comes from various parts of the district, if we can have an occasional rainfall, that the quality of the tomatoes grown in the Ozarks this year promises to be of superior quality to that of last year. There is very considerable acreage throughout the district which is being grown on fresh land, and in addition to this fact we believe the average tomato grower in this district has used this year more commercial fertilizer to the acre than has been the case at any time in the past.

General Business—We fail to see any material improvement in general business conditions. We realize, however, that, taking the Ozark district as a whole, general business conditions are better in this particular section than in many other localities. We are told collections are very slow. This, however, would naturally follow when there are so many men idle. In the mining districts of the Ozarks business is practically at a standstill, and has been for some time. Just as soon as the tomato canneries are in full operation this will give employment to lots of men and women, and as most canning factory operators pay cash for ripe fruit, or make settlement with the growers weekly or every other week, this will mean a distribution of ready cash that will be very beneficial to the various communities.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

No Shrimp Are Being Packed But Raw Shippers Are Supplied from Gulf of Mexico — Bean Pack Over with Light Receipts—Packing Business a Gamble.

Mobile, Ala., July 2, 1930.

SHRIMP—No shrimp are being packed in this section now, but the raw shippers are getting a few from the Gulf of Mexico, which they ship headless to the interior points. This helps to keep the wolf from the door to some extent, because while the catches are small, yet the price that the shrimpers receive is high, which enables them to keep going.

The stock is all large and fancy and finds a ready sale, but due to the present business conditions, the shrimp are handled on a small margin of profit, and they certainly do not bring the price that this class of stock should, considering the limited supply. However, this is the order of things in all classes of merchandise.

Business is full of excitement nowadays. Aside from the problem of selling the goods, there is the double problem of collecting the money for them; therefore reliable buyers are ultra-conservative in making purchases. Whether this is bad or good to bring about better business conditions, is hard to say, but it is surely the safest plan to pursue these days and times.

The producers and manufacturers are the nerviest people in the world today, because they are taking practically all the risk and the balance of the trade just

sits back and draws from the stock of producers and manufacturers only as they need the merchandise.

This is working such a hardship on the manufacturers and producers that they are getting to be less and less each month, and the Referee in Bankruptcy seems to have plenty of application blanks left.

Those that will be able to weather it out the longest will eventually win out, because the number of producers and manufacturers will be reduced to where "the shoe will be on the other foot" and the buyers will not be so spoiled and petted up.

The packers don't appear to be much concerned about the stock of canned shrimp which they have on hand, as it is practically all sold and will be moved before fall pack is started. The price of canned shrimp is $1.40 per dozen for No. 1 small and $1.70 per dozen for No. 1 large, f. o. b. factory.

Stringless Beans — The bean pack in this section is over with and, while the figures are not yet available, nevertheless, it is a good bet that it was a light one, and it could not be otherwise. The crop was produced under adverse weather conditions due to the prolonged drought, which made only a portion of the crop suitable for canning and the other part was not harvested, as it was too tough and the canners could not use it.

This naturally brings about an unpleasant and deplorable situation between the growers and the canners, but it is hard enough to sell first-class beans, much less doubtful quality, that will do plenty harm to the industry, even if packed and sold as No. 2 grade. Somehow or other, the housewife seems to take a different view of beans from sardines, for instance. She will make ample allowance for the difference between a 5-cent sardine and a dime sardine, but when it comes to beans, she expects the 10-cent bean to be as good or very little different from the 15-cent bean, notwithstanding the fact that there is one-third difference in the price. However, these are peculiarities of the trade that have to be contended with.

While this crop failure may appear to be a Godsend to the canners, yet it has its bad feature in that part of the future orders booked can not be filled, and this is where the rub comes in. After working hard for the orders, you can't fill 'em.

The packing business was never more of a gambling game than it is today, and if the carry-over stock of beans from last year was anywhere large, the canners will have plenty of chips to keep 'em in the game a little while longer; otherwise they will be soon counted out, because the chances are that the crops in other sections are affected in the same manner that they have been affected here.

It is difficult to tell the amount of merchandise on hand by the demand, because the retailers will not buy as long as their limited space on their shelves are full or near full; hence this "hand-to-mouth" method of buying is often deceiving and certainly not a gauge of the supply and demand.

The price of cut stringless beans is $1.10 per dozen for No. 2, $1.40 per dozen for No. 2½, and $5.25 for No. 10, f. o. b. cannery.

J. Harry Cain
Merchandise Broker
Canned Foods a Specialty
Phoenix Building, -:- Baltimore, Md.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Stocks Quite Low and Dealers Giving Attention to Semi-Annual Inventories—Apricot Growers up in the Air — Cherry Packing Over with Light Crop — Asparagus Pack at an End.

Berkeley, Cal., July 2, 1930.

SLOWING DOWN—Trading during the last week in June slowed down somewhat, with jobbers and large retailers giving their attention to semi-annual inventories. Stocks are quite low, however, and these interests are expected to be pack in the market again after the holidays. The vacation season is getting into full swing, following a long cool spell which held it back, and this always means an added consumption of canned foods, with heavy shipments to resort districts. There is a hold-over of California fruits, especially apricots, pears and peaches, but lower prices have stimulated the movement of these in recent months and the surplus is not causing a great deal of anxiety, although it means a financial loss to canners. In the line of vegetables there is little left from last year and prices are being maintained more orderly than is the case with fruits.

Opening prices on Hawaiian pineapple did not make their appearance on the expected date and their release has been deferred until after the Fourth of July, according to present plans. The reason for this is doubtless the failure of California fruit interests to arrive at a solution of the problem of disposing of the huge crop of peaches in this State. Growers and canners have been holding meetings and many plans have been considered for curtailing the pack, but a final decision has not been reached. Both growers and canners realize that it will be impossible to pack and market the full crop and 13,000,000 cases is set by many as being the maximum pack that should be made. This means that more than one-third of the crop must be permitted to go to waste. The organized peach growers have asked $30 a ton for No. 1 canning peaches but there are many non-association members with large tonnages and any attempt to set an arbitrary price would likely result in a demoralized market. Opening prices on canned pineapple, pears and apricots must be in line with those to be named on peaches and none can be brought out until the peach situation is cleared.

The California Pear Growers' Association has postponed a decision as to the price to be asked for the 1930 crop of pears for canning purposes, but these will doubtless make their appearance within ten days. The prices suggested at a meeting held late in June range around $50 a ton. Last year's prices were $75 a ton on coast countries pears and $85 a ton for valley pears. The estimate of this year's crop places the output at about 214,000 tons, of which 194,000 are Bartletts.

Growers of apricots are up in the air over the estimates of the crop made by State and Federal crop experts, claiming that these are much too high. These experts place the crop at about 209,000 tons, or almost as great as that of last year, while growers contend that the output will not exceed 160,000 tons. The crop is the Santa Clara Valley, and other districts around San Francisco Bay, is considerable lighter than that of a year ago, but considerable new acreage has come into bearing elsewhere and some districts will have a heavy

yield. In the San Joaquin Valley the canning of this fruit is about at an end and reports indicate that most of the fruit has been bought at prices ranging from $40 to $45 a ton. Slightly higher prices are expected in the Santa Clara Valley district, where a splendid grade of fruit is produced, but $55 will probably be the top price, with much of the crop moving for less. Last year many growers received $85 a ton.

The packing of cherries has come to an end and opening prices have been brought out by some interests. The crop has proved lighter than early estimates indicated. New pack cherries are being quoted as follows: No. 2½ Choice $3.15, Standard $2.60, Second $2 and Water $1.90. No. 2 Choice $2.45, and Standard $2. No. 1 Choice $1.90, and Standard $1.65. No. 10 Choice $10.75, and Standard $9.50.

The packing of asparagus is definitely at an end and the output is scarcely as large as was thought likely when the season opened. Packing commenced earlier than usual, but cold weather held it back in May and the final figures will show but a light increase over last year's figures, instead of the substantial gain expected. Selling has been quite active and it is estimated that more than sixty per cent of the pack has already been disposed of by canners. The demand for the green grades continues to grow and some of this sells for more than the fancy white formerly favored.

The Treasury Department has abandoned its plan of collecting a tariff on fish caught by aliens outside the three-mile limit, owing to the impossibility of watching every fishing boat and measuring the distance from shore. The duty of two cents a pound on sardines is twice the price paid by canners to the fishermen and the promulgation of the order aroused much protest in California. The order of May 28 was never placed strictly in effect and the action of the Treasury Department in rescinding it was not unexpected.

The California fruit industry is showing much interest in the first Pan-American Reciprocal Trade Conference to be held at Sacramento, commencing August 25th. About one hundred trade envoys will come from South America and two weeks will be spent in touring California before the formal opening of the conference. The visitors will be here at the height of the fruit season and will be shown canneries and dry yards in full operation. Among the subjects to be considered will be that of the compilation and exchange of commercial information to assist and develop inter-American trade; transportation of merchandise and passengers; terminal facilities; exchange of communication; reciprocity in trade; customs regulations; quarantine regulations; pure food laws; financing of commercial transactions; encouragement of tourist travel; exchange of professors and students; fruit culture, including packing, canning and drying processes, control and eradication of pests, and Pan-American Highways.

The conference came about through discussions of California business men of ways and means of disposing of the ever-increasing fruit crop of this State and the visitors will pay special attention to deciduous fruit packing in Northern and Central California. Plans have been made for their entertainment at San Francisco, where Coast shipping centers.

The formal opening of the new Felice & Perrelli cannery on the inner harbor at Richmond, one of San Francisco's leading east-bay suburbs, was celebrated June 26th, with an impromptu apricot cutting contest participated in by the mayors of Richmond and Pinole. Following the apricot season the plant will operate on peaches and pears. The equipment is of the very latest and the plant is designed to handle about 800,000 cases a year. This concern also has plants at Gilroy and San Jose and its products are sold in forty-two States of the Union and in five foreign countries.

The fifth annual Diablo Valley Apricot Festival was held at Brentwood, Cal., June 27, 28 and 29, with elaborate festivities. Miss Apricot was crowned as queen by none other than James Rolph, Jr., Mayor of San Francisco, and candidate for the nomination for Governor.

The Hickmott cannery at Antioch, Cal., has brought the packing of asparagus to a close, with an output of about 95,000 cases, or about the same as that of last year, according to superintendent James Gunn. The West Shore Packing Company will operate the plant under lease during the fruit season, handling peaches and pears.

John Wiley, for some time sales manager for the F. M. Ball Company, San Francisco, Cal., has joined the sales staff of the Pacific Coast Canners, Inc.

What Canned Foods Distributors are Doing

LITTLE OR NO PROGRESS—Legislative action to curb chain grocery systems has accomplished but little during the past several years that agitation against the chains has been growing, but notwithstanding the numerous set-backs experienced by the chains' opponents, they have not yet lost heart.

The Southern Groceries, Inc., has won the first point in its litigation to test the constitutionality of the South Carolina chain store tax, according to reports from Chester, S. C., this week. Federal Judge L. Lyle Glenn, in chambers in that city, granted the Southern Groceries, Inc., a Delaware corporation, a temporary injunction against the State Tax Commission, enjoining the Commission from enforcing the act against it and other concerns operating two or more stores. Southern Groceries has 73 stores in South Carolina.

The request for a temporary order was made by the grocery chain's attorneys on the plea that the tax is unconstitutional. Attorneys for the Tax Commission asked that the request be dismissed on the ground that the Court of Equity had no jurisdiction in that the South Carolina chain store tax law provided an adequate remedy at law.

As required by the chain store statute, a special court of three judges will pass upon the question of making the restraining order permanent. This court will be appointed by the circuit judge and time and place for hearings fixed.

The South Carolina chain store tax law, passed by the last State legislature, is in many respects similar to chain tax laws passed by other States in recent years. It provides for an increasing scale of taxes on stores operated under one management. The first store is taxed $5 per annum and the second $10, the tax then increasing $5 for each store up to $150 for the 30th store in the chain and for each additional store over 30.

Jobbers' Sales Decline—May sales by wholesale grocers showed a decline of 4 per cent as compared with May, 1929, according to a report of the Federal Reserve Board. As compared with the period January-May, 1929, inclusive, sales by wholesale grocers during the first five months of the current year showed a loss of 1 per cent.

Detailed data covering sales by chain store grocers, as a unit, during the same months are lacking, but published sales figures of the leading chain grocery groups would indicate that most of the leading chains showed slight gains for the period.

English Chains Consolidate—The merger craze has spread to Great Britain, London cables this week telling of the organization of a large grocery chain in England through the consolidation of International Tea Co., Home & Colonial Stores, Ltd., Lipton, Ltd., Maypole Dairy Co., Ltd., and Meadow Dairy Co., Ltd. The merger will be made effective through the organization of a new company which will acquire all the businesses other than Lipton's, which will be the nucleus of the new chain. The total issued capital of the five companies participating in the consolidation is approximately $55,000,000.

Analyze Grocers' Shortcoming—Inefficient operations, speculation and unscientific methods are responsible for most of the failures among retail grocers, according to a report of the Department of Commerce covering an intensive analysis of the records of 35 retail grocery stores which went into bankruptcy in Philadelphia. The study was made by the domestic commerce division of the Department. Unscientific business methods were found in most of the failed stores, the majority having kept no records and many of them never having taken an inventory, while one had difficulty in making change and made many errors. These cases of failure are hard to measure exactly, the bureau found, but leaving them out of account, real estate investments and speculations ranked first, figuring as a major cause in 11 of the 35 cases. In four of these real estate losses were the only cause, as there was nothing wrong with the grocery business. A real estate slump occurring during the four-year period covered by the survey undoubtedly contributed to the relative size of this factor, the report emphasizes. At the time of their failure, 22 of the 35 stores were financing themselves in part with money borrowed from finance or loan companies or individual money lenders at rates of interest prohibitive for business purposes. While financing under unfavorable terms was a contributing factor in bringing on bankruptcy in these cases, it was not the original cause of the trouble in a single case, only 1.5 per cent of the total capital for organizing the business having been secured from loan or finance companies. The owners themselves were found to have supplied 87.8 per cent of the total capital at the time of organization.

Inexperience appeared to be a contributing cause of failure in some instances, but 20 out of a total of 26, for which information on previous occupation was obtained, had been connected previously with the grocery business, either as a clerk, owner or manager.

Competition was blamed by a number of their grocers for their failure, but, while competition was undeniably keen, it is also true that where it was keenest some stores, including independents, were doing good business and apparently prospering.

The complete report on credit extension and causes of failure among Philadelphia grocers has been published in pamphlet form by the Bureau of Foreign and Domestic Commerce, Department of Commerce.

Another Anti-Chain Crusade—Wholesale and retail grocers in the New Orleans market, backed by a number of packers and food manufacturers, have formed the Independent Food Dealers of New Orleans, and will carry on an extensive publicity campaign designed to bring home to consumers in their city the advantages of patronizing home industry. The slogan for the campaign will be "Buy New Orleans from New Orleans," and the drive will be financed by regular contributions from all participating. A feature will be the adoption of a standard insignia to identify the stores participating in the movement, and the brands of the packers and manufacturers aiding the retailers. A merchandising committee will advise the retailers on their pricing policies, and will regularly arrange for "specials" to compete with the items featured at the moment by competing chains. The group will stress the marketing of local food products, and will conduct its advertising campaign by posters, newspaper advertisements and the radio. Merchandising experts will be retained by the co-operative group to visit regularly the retail stores allied with the movement and advise retailers on store upkeep, display and kindred problems.

Chains Decentralize—Taking a leaf from Clarence Saunders' book, perhaps, or as a natural step in evolution, a number of chain grocery systems are now actively arranging for, or contemplating, the decentralization of operations to an extent hitherto undreamed of in the chain grocery field.

Up to within recent months the trend in chain grocery development has been all toward centralization—particularly in the purchasing end of the business. This was a necessary step in the rapid growth of the chains and one made necessary by the need for one head for all activities, due to the constant expansion of individual systems.

Since the start of the year, however, there have been definite indications that the extensive expansion programs of many chain systems have been halted, for the time being at least, with the numerous additions contemplated two years ago now consummated.

Chain executives, with the first breathing spell in years, have had an opportunity of looking over their organizations with a more careful eye, and as might have been expected, they have been quick to detect a number of flaws and weaknesses in their set-ups.

Not the least of these was the concentration of all executive operations in one spot, often literally almost thousands of miles away from the outposts of the system. This has not only given impetus to the propaganda of independent grocers against "outside food trusts," but has also developed a number of obstacles to the smooth functioning of chain systems.

One of the largest chain systems in the country a short time ago announced that it would segregate its operations into State-wide units, and it is probable that other chains will take similar steps. Buying will be more thoroughly diversified, with no loss in the aggregate buying power of the system, and buyers will be in better position to gauge the potential requirements of the system through the fact that they will be "on the ground" and not hundreds of miles distant and dependent upon reports of district superintendents, etc., for a guide to their buying operations.

Wholesale grocers and retailers will watch with the closest interest the latest step in chain store development, particularly with respect to the buying operations. With chain store buyers out in the field they will be able to compete more directly with other grocery distributors in distributing through their stores products which find much favor locally and which have hitherto been overlooked by the central purchasing divisions because the local brands did not have sufficient appeal or prestage to warrant their stocking for the entire chain system.

The latest step in the chain method of operations also indicates that chain executives are taking increasing cognizance of the necessity for building up their systems in the communities in which they operate, rather than continuing as "foreign" corporations which come into a town or city only for what profit they may derive locally, with receipts and profits shipped immediately out of the State to the headquarters office in some other part of the country.

CROP REPORTS

(*Continued from page 14*)

Grand Island, Nebr., June 25, 1930—About 10 days late and thin stand.

Norfolk, Nebr., June 30, 1930—About 10 days late and thin stand.

Norfolk, Nebr., June 30, 1930—About 10 days later than usual but stand almost perfect.

Bay City, Mich., June 30, 1930—Has been held back by cold nights, when it really needs warm nights. Too much rain.

Nebraska City, Nebr., June 30, 1930—Conditions are normal or slightly above at this time.

PEAS

Brunswick, Me., June 30, 1930—We expect to start packing about the 4th and we anticipate a very good pack.

BEANS

McClure, Ill., June 30, 1930—Our beans for canning not planted as we plant in August for late canning.

Brunswick, Me., June 30, 1930—We have had very good growing weather for the last three weeks and they are doing well.

Perryman, Md., June 30, 1930—Snap—We understand the crop will be fair since the rains of last week.

Gulfport, Miss., June 25, 1930—Looking fine and are yielding heavy. This crop is now matured here and more than half gathered.

Norfolk, Nebr., June 30, 1930—Stringbeans—Our crop never looked better with indications for big yield.

Brocton, N. Y., June 30, 1930—Looking wonderfully well so we are figuring on getting about 90 per cent of a crop.

Cedar Rapids, Iowa, June 30, 1930—Fully 70 per cent of the wax bean fields have become blighted, while at least 10 per cent of the balance have been stunted in early growth. Indications are that the pack will be about 50 per cent of normal. About 15 per cent of the green bean fields have been stunted in the early growth and an additional 15 per cent has been washed out due to excessive rains; 70 per cent should produce almost a 90 per cent crop. When considering that 75 per cent of the pack here is of the wax variety and 25 per cent of green variety and that our packing season is only seven days off, it is easy to figure that our crop will fall far below our expectations.

Bay City, Mich., June 30, 1930 — String Beans — Outlook at present poor. Late plantings may be better. The cold nights have damaged early plantings.

CUCUMBERS

McClure, Ill., June 30, 1930—Have good acreage out and crop would be good if we could get a good rain now, as the fields are very clean and full of bloom and just coming into production. Have picked fields once. With a good rain we would salt 20,000 bushels of pickles and unless we get rain in a few days we will not get five, as the vines are living in dry dust that is so hot that it burns your feet through your shoes, and how the vines can live and bloom as they are is a wonder. A two-inch rain right now would make a good pack.

Bay City, Mich., June 30, 1930—Not doing so well, dut to cold nights.

CABBAGE

McClure, Ill., June 30, 1930—Cutting at this time on account of drouth; we have about half crop. Our cabbage is cutting out about seven tons of kraut per acre and would have produced fifteen if we had been favored with enough moisture.

Gulfport, Miss., June 25, 1930—Doing fine and yielding heavy. This crop is now matured and more than half gathered.

Billings, Mont., June 24, 1930—Acreage slightly increased this year. Good stands. However, it is too warm and dry so far this season and we do not anticipate a heavy yield per acre.

Bay City, Mich., June 30, 1930—Doing fine.

BEETS

McClure, Ill., June 30, 1930—Suffering from the dry weather.

CARROTS

McClure, Il., June 30, 1930—Suffering with dry weather.

St. Henry, Ohio, June 30, 1930—Have four acres and expect about 5,000 cases. Have 100 per cent stand on early setting and looking fine.

TURNIPS

Gulfport, Miss., June 25, 1930—Fine and yielding heavy and more than half gathered.

PUMPKIN

Biillings, Mont., June 24, 1930—Acreage slightly increased this year. Prospects good for a normal crop.

FRUIT

Arcadia, Fla., June 25, 1930—Citrus—Crop normal to date and in fine condition.

Gulfport, Miss., June 25, 1930—Peaches and Pears—Just about 50 per cent of normal. The quality of the fruits is not as good as former years due to late cold weather, which was immediately followed by excessive dry weather.

Brocton, N. Y., June 30, 1930—Columbian and Black Raspberries—At present they look as though we will have about the same crop as last year.

Gresham, Ore., June 24, 1930—Strawberries—Harvest well advanced. Crop 50 to 55 per cent of normal.

Red Raspberries—Crop quite badly damaged. Estimate 60 per cent of normal at this time.

Royal Anne Cherries—Crop 15 to 20 per cent of normal.

Mineola, Tex., June 23, 1930—Blackberries—Acreage normal. Yield 50 to 60 per cent. Finish this week.

Everett, Wash., June 25, 1930—Strawberries—Crop greatly under the season's estimate and packers are arranging pro rata deliveries on cold pack.

Gooseberries—Pack is over and sold. Pro rata deliveries on water grades.

Royal Anne Cherries—Pack now in progress. Quality good and a normal supply. Few Northwest packers will pack anything over their earlier sales.

Blackberries—Condition of vines do not impress us. Pack will be short.

Raspberries—Appear to be in good condition, though some sections show signs of damages.

Selah, Wash., June 25, 1930—Pears—Normal.
Cherries—90 per cent of normal.
Apples—Normal.
Peaches—50 per cent of normal.
Apricots—50 per cent of normal.

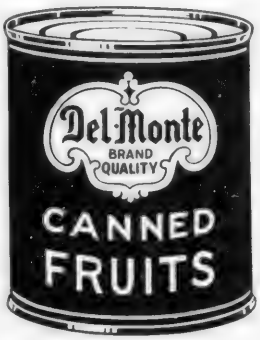
Buy a MARKET when you buy canned fruits--*it doesn't cost you any more!*

For many years now, DEL MONTE Canned Fruits have been strongly and persistently advertised. Test after test shows that 3 to 4 times as many women express their preference for DEL MONTE over any other canned fruit brand!

This year DEL MONTE Fruit advertising is even more intensive—more of a selling force than ever before. It goes directly back of each of the principal DEL MONTE Fruit varieties with strong separate campaigns in leading women's magazines and the Saturday Evening Post. Combined with other DEL MONTE advertising, an average of *over 30,000,000 DEL MONTE messages every month!*

This bears directly on *your* business. Results of recent exhaustive studies of the wholesale grocery trade all point to the importance of turnover, stock-control and concentration on fast-moving lines. DEL MONTE, with its well-known label and wide line of products, offers you an opportunity, far beyond any other canned fruit brand, to concentrate most of your canned fruit business under one fast-moving, quality label—and eliminate slow-moving lines that tie up your capital and slow up sales.

Why not plan to take full advantage of DEL MONTE'S ready-made market—*this* year? Give DEL MONTE the selling attention it deserves, and enjoy the increased volume, this outstanding brand can bring you!



Del Monte BRAND QUALITY
FOOD PRODUCTS

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

—Since 1913— Reference: National Bank of Baltimore
CANNED FOODS BROKERS COMMISSION MERCHANTS

Howard E. Jones & Co., Inc.

200-202 E. Lombard St. at Calvert St., Baltimore, Md.

SOUDER MFG. CO.

Manufacturers of

Continuous Cookers Can Straighteners
Coolers Filling Tables
Monel Crushers

Catalog on Request BRIDGETON, N. J.

Slaysman & Co.

Automatic Can Making Machinery

801 E. Pratt Street :-: Baltimore, Md.

50 Years of Service to Canners

Thos. J. Meehan & Co., Inc.

(Thos. L. North)
11 W. Redwood Street, Baltimore Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

How much insurance should you carry?

The only safeguard against loss by fire is an amount of fire insurance sufficient to reimburse you for the amount you would lose if your plant should burn today.

Every Canner desires this protection. It can be secured through

CANNERS EXCHANGE SUBSCRIBERS

at

WARNER INTER-INSURANCE BUREAU

where for twenty years the net cost of insurance has averaged $6.00 per thousand less than the ordinary insurance company premiums.

Write or wire for the additional protection you need.

LANSING B. WARNER Incorp.
155 East Superior Street
Chicago, Illinois

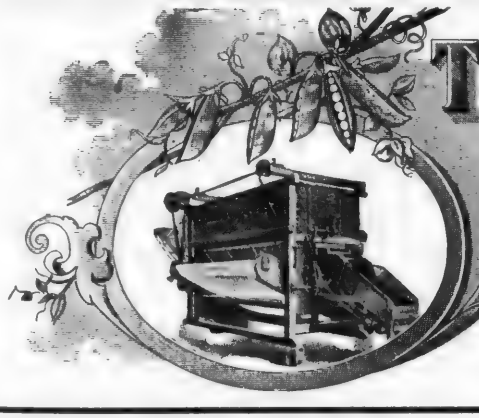
CANNERS SEED PEAS

Our seed peas are grown under the personal supervision of members of our firm in the Pacific Northwest where climatic conditions are most favorable for high vitality.

"OUR SEEDS GROW FRIENDS"

WRITE FOR FUTURE CONTRACT PRICES

Washburn-Wilson Seed Co.
Moscow, Idaho



The Scott Viner Co.

PEA HULLING MACHINERY

773 E. MARKISON AVENUE

Columbus, Ohio

THOM A. SCOTT (FORMER MANAGER OF THE LIQUIDATED CHISHOLM-SCOTT CO.) GEN. MGR.

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

"Bliss" Double Seamers
Nos. 12-A and 12-B
Seam and Curl in one operation

These semi-automatic double seamers are ideal for general line work. A new design of double seamer. Simple and strong in construction—positive, uniform and speedy in operation. They can be arranged to curl top edge of body and double seam the bottom simultaneously.

Handy machines in any can shop's capacity: No. 12-A, 1½" to 7" diameter x ¾" to 17" high; No. 12-B, 4" to 12¼" diameter x ¾" to 17" high.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co., Inc.
Bedford, Va.

SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

First Attorney—Your honor, unfortunately, I am opposed by an unmitigated scoundrel!

Second Attorney—My learned friend is such a notorious liar—

Judge (sharply)—The counsel will kindly confine their remarks to such matters as are in dispute!

The housewife was showing her new chambermaid through the upstairs, when finally they came to a staircase leading down into the rear yard.

"Mary," said she, stepping out on the landing, "whenever you wish to pass down to the back yard, go down this way."

Just then the speaker slipped and was precipitated with a great clatter to the bottom.

"Are yez hurt, mum?" cried the affrighted chambermaid, staring down from above.

"No, it's nothing," came the return as the disheveled mistress rose to her feet, in proof.

"Then ye've got it down fine, mum; but the job's too strenuous for me."

"I came down with flying colors anyhow," said a painter who had fallen from a seven story building, with a pail of paint in each hand.

"Do you know," said the successful merchant, pompously, "that I began life as a barefoot boy?"

"Well," said the clerk, "I wasn't born with shoes on, either."

A negro preacher walked into the office of a newspaper in Rockymount, North Carolina, and said: "Misto Edito', they is forty-three of my congregation which subscribe fo' yo' paper. Do that entitle me to have a chu'ch notice in yo' Sadday issue?"

"Sit down and write," said the editor. "I thank you." And this is the notice the minister wrote: "Mount Memorial Church, the Rev. John Walker, pastor. Preaching morning and evening. In the promulgation of the gospel, three books is necessary: The Bible, the hymn book, and the pocketbook. Come tomorrow and bring all three."

"What are you plunging back in the water for, Mike? You just swam ashore."

"Shure, Oi had to save meself, now O'im going back to fetch Bridget."

A young lawyer had been retained by a farmer to prosecute a railroad for killing twenty-four hogs. He wanted to impress the jury with the magnitude of the injury.

"Twenty-four hogs, gentlemen," he said, "just think of it! Twenty-four—twice the number there are in the jury box."

WHERE TO BUY

—— the Machinery and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BASKETS, Picking.
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Inc., Ridgely, Md.

BEAN SNIPPER.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, etc.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Edw. Ermold Co., New York City.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
U. S. Printing & Litho. Co., Cincinnati, Ohio.

BOX (Corrugated) SEALING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
Westminster Machine Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Howard E. Jones & Co., Baltimore.
Thomas J. Meehan & Co., Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Gravity, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Bridgton, N. J.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORKING MACHINES.
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, etc.).
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Strasburger & Siegel, Baltimore.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.
Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots. See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Generators, Electric. See Motors.

WHERE TO BUY---*Continued*

GLASS-LINED TANKS.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, etc.

Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.

Canners' Exchange, Lansing B. Warner, Chicago.
Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.
Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Westminster Mach. Works, Westminster, Md.

LABEL MANUFACTURERS.

H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
Stecher Litho. Co., Rochester, N. Y.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.

National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.

The Scott Viner Co., Columbus, O.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machine. See Filling Mach.

OYSTER CANNERS' MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Corrug. Paper Products.

PARING MACHINES.

Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.

Edw. Ermold Co., New York City.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.

Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.
Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.
Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.
Fred H. Knapp Corp., Ridgewood, N. J.
Sanitary Cleaner and Cleanser. See Cleaning Compounds.
Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottle. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.
Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

SIEVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sprague-Sells Corp., Chicago.
Sorters, Pea. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.
Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New York City.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.
STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
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Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Tables, Picking. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
F. H. Langsenkamp Co., Indianapolis, Ind.
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TANKS, Wooden.
Sprague-Sells Corp., Chicago.

TELEPHONE, TELEGRAPH, Quick Service.
Amer. Telephone and Telegraph Co.—Everywhere.
Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

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TOMATO CANNING MACHINERY.
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Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
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F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Washers, Bottle. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetable.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.
Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

WRAPPERS, Corrugated, Bottle.
Hinde & Dauch Paper Co., Sandusky, Ohio.
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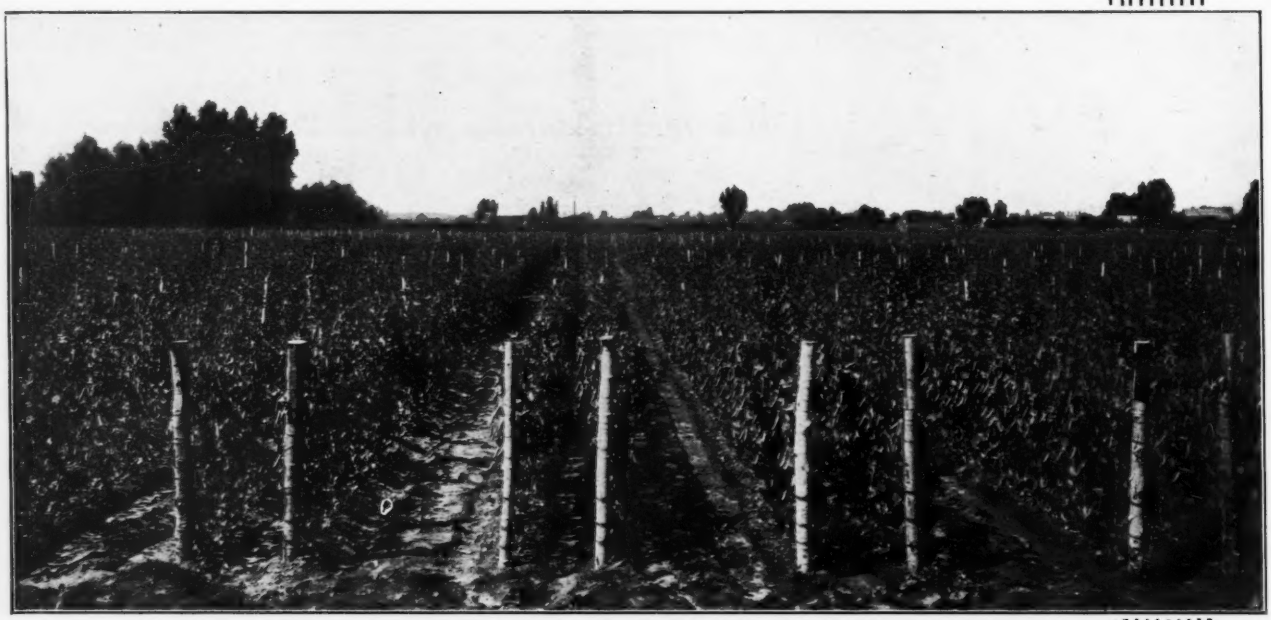

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